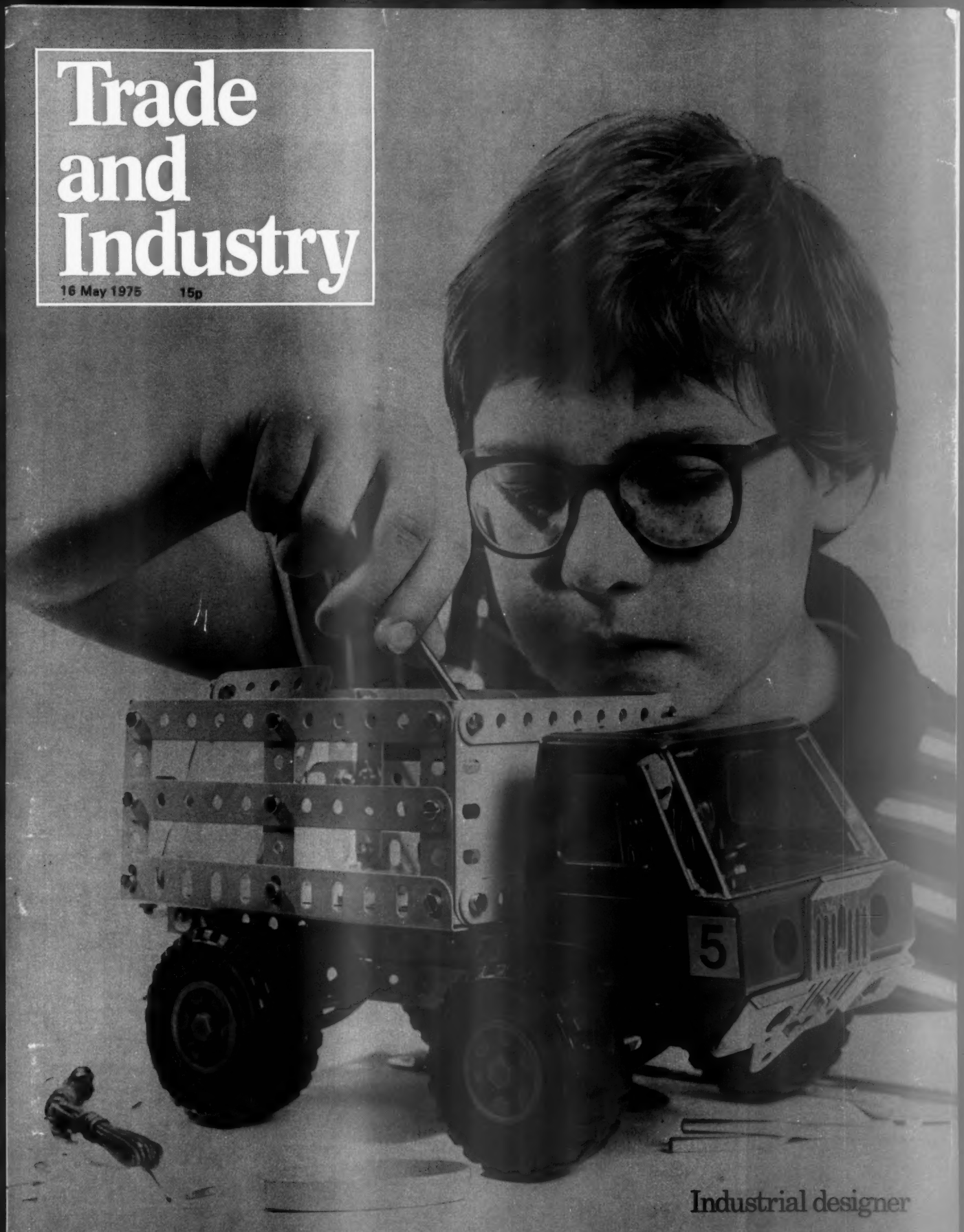
Trade and Industry

16 May 1975 15p



Industrial designer

Design awards: engineering, motor vehicle, medical

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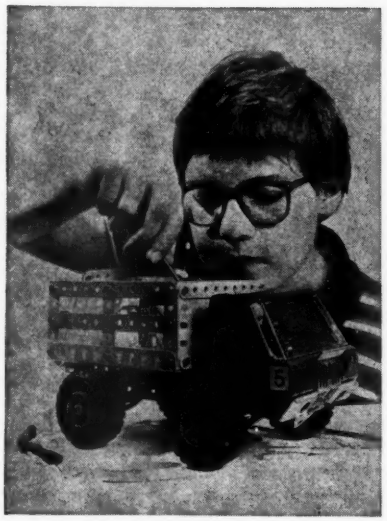
Trade and Industry

16 May 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection



Industrial designers, like the gentleman on the cover, often start young – stimulated by a wide range of constructional toys. This week we illustrate some of the products which have received Design Council awards in three areas – engineering products and components, motor vehicle components, and medical equipment.

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Home News

Invoices for unordered directory entries: safeguards tightened

The practice of sending invoices for unordered directory entries will be curbed as a result of regulations laid before Parliament and published on 9 May by Alan Williams, Minister of State for Prices and Consumer Protection. From 30 May, when they come into effect, it will be an offence to send out invoices for unordered directory entries unless they are overprinted in large red type with the words 'This is not a bill'. Invoices will also have to carry in red the statement 'This is not a demand for payment. There is no obligation to pay'.

These requirements are designed to close a loophole in the Unsolicited Goods and Services Act 1971, which required any invoice to state prominently that no claim was made for payment but, because 'prominently' was not defined, failed to stop the circulation of invoices carrying small print disclaimers that could easily be overlooked.

The new regulations are made under powers given to the Secretary of State by the Unsolicited Goods and Services (Amendment) Act 1975, which received Royal Assent on 20 March. In addition to specifying the wording of the disclaimers, they lay down precise requirements as to colour, type-size and position.

Further regulations to tighten up the rules for obtaining valid orders for directory entries will be made at a later date.

The 1975 Act was introduced as a Private Member's Bill by Anthony Grant, MP, with Government support. It replaces the section of the 1971 Act dealing with disclaimers on invoices and similar documents with powers to enable the Secretary of State to make regulations as to the form, size and position of the statements which must appear on invoices if they are not to be regarded as asserting a right to payment.

It also adds to the penalties laid down in the 1971 Act. It provides that prosecution may be on indictment and that anyone so prosecuted is liable to an unlimited fine. The previous maximum fine was £400 on summary conviction. The increased penalties came into effect with the passing of the 1975 Act.

'Finance for Profit' published for small firms

What is the difference between RD and represent cheques? Should plant and machinery be bought or leased? Is a bank overdraft always the best way of raising money? Questions like these and many more are answered in 'Finance for Profit' published last week by the Department of Industry for the small businessman. The booklet is available free from the Department's Small Firms Information Centres.

'Finance for Profit' contains a collection of talks given by 11 representatives of banks, financial institutions and other organisations at a 'Finance for the Smaller Businessman' exhibition at the Nottingham Centre in November. Attendance during the week of the exhibition numbered almost 450 and nearly 200 attended the evening talks and seminars. In view of the interest the event aroused it was decided to assemble the talks for a wider audience.

The booklet covers talks, for example, on liquidity, factoring, expansion, raising capital, credit and cash flow management. A specimen cash-flow forecast and a chart for the financial progression of growing companies is shown. There is also a summary of various sources of short, medium and long term finance and availability of finance for firms in the assisted areas.

White Fish Authority to export know-how

The Secretary of State for Trade has issued a directive empowering the White Fish Authority to carry out consultancy work overseas with the support of the Overseas Projects Group of the British Overseas Trade Board.

This will enable the authority to earn foreign exchange through its own activities and increase the potential for the sale of British goods and services revealed by their researches. Many countries, including some of the oil-producing states, are strongly interested in developing a fisheries industry, and world demand for the expertise and equipment involved promises to grow rapidly.

Since the authority began to undertake research and development work in 1962 it has established a high reputation for the quality and range of its consultancy services, and is well placed to secure international business.

Noel Belam, whose appointment as the Department of Industry's new North West Regional Director was announced in last week's *Trade and Industry* (page 338).

New Department of Industry Director for Scotland

Andrew Gordon Manzie is to be appointed Director of the Department of Industry's Office for Scotland from 2 June on promotion to Under Secretary. He will succeed Mr. E. J. D. Warne, who is to take up a post in the Personnel Division in London after holding the post since 13 March 1972.

As already announced, the Secretary of State for Scotland will on 1 July be taking over the Secretary of State for Industry's responsibilities in Scotland for selective financial assistance for industry, and related responsibilities, when the whole of the Department of Industry's Office for Scotland will become part of the Scottish Economic Planning Department. From this date, Mr. Manzie will become an Under Secretary in the Scottish Economic Planning Department with responsibility for those functions carried out in Glasgow.

Inspectors for Bryanston Finance

Peter Shore, Secretary of State for Trade, has appointed Cyril Lewis Hawser, QC, of 1 Garden Court, Temple, London EC4, and John Oliver Robertson Darby, FCA, of Moor House, London Wall, London EC2, to act as Inspectors to investigate the affairs of Bryanston Finance, under Section 164 of the Companies Act, 1948.

This follows a request by shareholders for the appointment of Inspectors to investigate the affairs of the company and also inquiries by the Department.

Closer collaboration between Coastguard and Lifeboat Services

The need for even closer collaboration between the coastguard and lifeboat services was referred to by Peter Shore, Secretary of State for Trade, when he spoke at the annual general meeting of the Royal National Lifeboat Institution in London on 8 May.

Mr. Shore said: 'It is a great pleasure and a privilege for me today to pay tribute to the Royal National Lifeboat Institution on behalf of Her Majesty's Government on completion of its 150th year of splendid service to humanity.

'It may seem superfluous at a gathering of this kind to refer to the maritime tradition of this country. But I have been conscious of it all my life. My father was a master mariner and I well remember the respect he felt for your great service on which mariners have so long relied. For Britain, the sea has always been – and will continue to be – the great source of national strength and security.

'Nowadays it is more important to us than ever from a commercial and industrial standpoint and more of our people go to sea for pleasure; so that our need for an effective and dedicated search and rescue service is greater than ever before.

'It is well known that it is the tradition of all who are at sea to come to the aid, when required, of those in peril on the sea. It is only right that this brotherhood in adversity should extend to our shore-based rescue services whether these are voluntary, as with your Institute and the auxiliary Coastguard, or whether they are publicly financed like the regular Coastguard and the armed services.

'The voluntary basis of the RNLI is sometimes questioned. But one has only to know our coastal towns and villages to realise how the voluntary spirit commands the loyalty of so many steadfast and courageous people who are members of the lifeboat crew. The red letters on the blue sweater are rightly looked upon as a sort of red badge of courage. And the lifeboatmen have the full support of all the many other voluntary workers all over the country who raise the funds which become ever more essential to support a modern lifeboat service.

'And it is increasingly a modern service: various new types of inshore and conventional boats are coming into operation, though more are needed. The desire to help our fellow men is something which it is surely right to harness to the cause of saving life at sea.

'Search and rescue today involves not only lifeboats but different types of capability; other ships and small craft, helicopters, long-range aircraft and the coast radio stations of the Post Office.

'Our job in the Department of Trade is to ensure that these services are co-ordinated. We do this through the Coastguard at the coasts and through the Search and Rescue Committee at the centre.

The Duke of Kent receives on behalf of the Royal National Life-boat Institution, of which he is president, a plaque in recognition of the Institution's 150th anniversary. The plaque is being presented by Lieut.-Cmdr. J. A. Douglas, Chief Inspector of the Coastguard.

'The risks around our coasts are increasing. Incidents involving the Coastguard are rising year by year and the figures for the total number of lifeboat operations carried out show a similar trend. I will not enlarge further on the heroic work of the search and rescue services which have led to a marked increase in lives saved – thankfully far greater than in lives lost. The citations read out at this meeting bear ample testimony to the feats of lifeboatmen around our coasts.

'Although past performance is for the most part highly successful and praiseworthy, we have, over the past year, been reviewing the whole of our search and rescue service. And, of course, the representatives of your Institution have played a most valuable part in this new thinking.

'I am not yet in a position to announce the new developments which will follow this review but there is an emphasis on the need for even closer collaboration than in the past. A clearer definition has emerged of the nature of the co-ordinating role of the Coastguard and the obligations of all parties in the search and rescue service.

Planning and operational functions

'In particular, we are now examining, in the closest collaboration and accord with your Committee and the officials of the Institution, ways in which the planning and operational functions of the Coastguard and this Institution can be brought more closely together. The object is to see that all our resources – and indeed those of other arms of the search and rescue services – are developed and used as effectively as possible.

'I would emphasise that, as envisaged, these developments would be fully consistent with the voluntary basis of your Institution. I believe that in this country we have a special talent for bringing together our voluntary and state financed services in a smooth and fully cost effective way.

'Before coming to the first of two pleasant duties which I have to perform this afternoon I would like to inform you that congratulations have been expressed in both Houses of Parliament to the Institution on the attainment of its 150th anniversary for the splendid service it has rendered to the saving of life at sea. The first of my pleasant duties is to propose the traditional resolution to your honorary workers in the following terms:

> "That this Meeting fully recognises the important services of the Royal National Lifeboat Institution in its national work of life-saving, desires to record its hearty appreciation of the gallantry of the Institution's lifeboat crews and its deep obligation to the local committees, honorary secretaries and honorary treasurers of all station branches; to all other voluntary committees and supporters of the Institution; to the honorary officers and thousands of voluntary members of the financial branches of the ladies' lifeboat guilds in the work of raising funds to maintain the service."

'I feel sure that this resolution will be passed with acclamation.

'Second, it is one of my prerogatives as Secretary of State for Trade to reward gallantry at sea by the presentation of a piece of plate. And this, Your Royal Highness, I now take pleasure in doing. May I read the inscription of this silver salver:

> "Presented by Her Majesty's Government to the Royal National Lifeboat Institution on the occasion of its 150th anniversary in recognition of the many and valiant services rendered in saving life at sea. 1824-1974."

'Of all the many awards which have been given over many years for gallantry at sea, I am sure there has been none so richly deserved.'

Design Council awards

Engineering products and components

Four of the ten successful submissions from an entry of over 100 for the Design Council award for engineering products and components, introduced this year.
Top left: Stainless-steel illuminated push button and indicator panel produced by Dewhurst and Partner Ltd., Hounslow, for maximum resistance against vandalism. There is nothing on the front of the panel to unscrew!
Top right: Scanning interferometer and microdensitometer designed and manufactured by Vickers Instruments, York. The M85/M86 has been designed principally for biological studies and for analysis of the cause and effect of rheumatism.
Bottom left: Multi-fold workshop laser – the Ferranti MF400 carbon dioxide gas laser, said to be the smallest laser in the world – 1.5 metres long – for its rated power output.
Bottom right: Emergency power ram air turbine produced by Dowty Rotol Ltd., Gloucester. In the event of a main engine power failure the RAT will drop into the airstream of an aircraft to provide emergency power to the flying controls. It is used in the TriStar and the Concorde.
Awards were also made for the JCB 413 and JCB 418 four-wheel-drive loading shovels, the Mini Tunnel manufactured by Mini Tunnels International Ltd., which has also won the Queen's Award to Industry for technological innovation; the Universal louvre (Colt International Ltd.); the Glacier-Herbert ships. sterngear system; Snaplox electrical connectors (Oxley Development Co. Ltd.); and the Penny and Giles conductive plastics studio faders.

Three more sets of awards have been made by the Design Council (see *Trade and Industry*, 11 April 1975, page 55) for consumer and contract goods awards. The award-winning products will be on show at the Design Centres in London and Glasgow until 31 May.

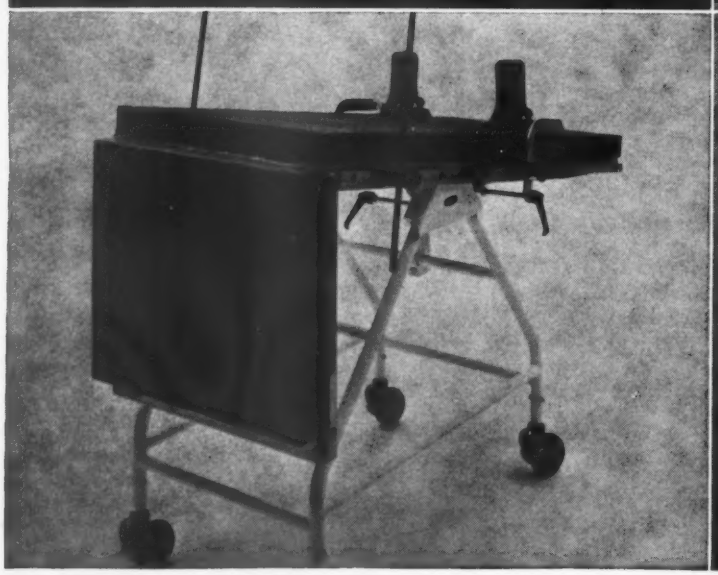
Motor vehicle industry

Six awards were made from 50 entries for the 1975 Design Council award for the British motor vehicle industry. For the first time submissions were invited from associated industries.
Top left: Air temperature control device developed by the Austin Morris Division of British Leyland. This simple device based on a bi-metal element was first fitted to the 1100 and 1300 Allegros and it has greatly helped to reduce car exhaust emissions to meet legislation in Europe and the United States.
Top right: One of a series of three Bedford TM truck cabs, acclaimed at the 1974 Paris motor show for comfort, rear vision capability, seats, seat belts and hydraulic tilting mechamism.
Bottom left: Borg-Warner model 45 four-speed automatic gearbox. Appraised by driver Graham Hill for its responsiveness, the gearbox also reduces engine noise.
Bottom right: Rolls-Royce 220 Eagle Mk. III diesel engine. This six-cylinder power unit for 32-ton commercial vehicles incorporates an advanced combustion chamber designed to ensure more complete fuel combustion, reducing the potential for smoke.
The awards not illustrated were the Lockheed auto-reversing caravan brake produced by Automotive Products Ltd., and the Ford sonic idle carburettor.

Design Council awards
continued

Medical equipment

There were six awards from 90 subsmissions in the first Design Council awards for medical equipment.
Top left: Sunflower Shallowbaths and Sitinbaths designed by St. Batholomew's Research Unit facilitate the bathing of handicapped or disabled people at home or in hospital. They are made of lightweight, slip resistant, thermoplastics material and fit most ordinary baths.
Top right: The Terry personal lift, designed to accommodate all known wheelchairs. The lift can be installed in the home with minimum structural alteration and it is hand-powered by the handicapped person or an attendant.
Bottom left: Seward minor operating table, designed primarily for export markets and widely used in rural health schemes in developing countries.
Bottom right: The Mk. II single patient haemodialysis unit produced by Lucas Medical Equipment.
The two other successful products were the Perkins hand-held applanation tonometer, which is completely portable and can be used before and after an eye operation, and the Oxoid dip slide, which offers a fast method of obtaining samples of urine which can be easily packaged or delivery to a pathological laboratory.



Offshore engineering – Government reply to Select Committee report

The Government's reply to the Select Committee on Science and Technology's Report on Offshore Engineering is contained in a White Paper, published on 7 May.

The Select Committee examined a wide range of subjects relating to marine affairs. The White Paper presents the Government's comments on the Committee's recommendations under the headings of:

- North Sea objectives;
- the role of British industry;
- research and development;
- safety of operations offshore;
- hydrography and the role of the Royal Navy;
- education and training.

The White Paper notes that 'the Government has fully acknowledged the need to indicate an adequately defined sense of direction in the exploitation of North Sea oil and gas'. It highlights the Government's statements on North Sea development, and the legislative steps that have been taken.

The White Paper points out that British companies have won 13 out of 19 orders for oil production platforms for the UK Continental Shelf, and orders for over 150 platform modules.

The White Paper also describes the expansion of the Offshore Supplies Office and endorses the Select Committee's view of the potential importance of sub-sea systems.

Research and development

Responding to the Select Committee's recommendation that a Board separate from the Ship and Marine Technology Requirements Board (SMTRB) should be set up to deal with marine technology, the White Paper records the Secretary of State for Energy's decision, announced on 6 May, to set up the Offshore Energy Technology Board (see 'Parliament', page 415). This Board will take over from the SMTRB the responsibility for advising the Secretary of State on research and development directed both towards ensuring the safety of offshore installations and towards improving the competitive position of British industry in the offshore field.

The Government also accepts the Select Committee's recommendation about the importance of making available the expertise and facilities of defence research and development establishments to undertake work in support of the offshore industry.

The Government also agrees with the Select Committee that there is probably still scope for further improvements in recovery techniques and will give careful consideration to proposals for research work leading to increased oil and gas recovery.

In response to the Select Committee's recommendation that more research and development and better safety standards must be devised to improve safety offshore, the White Paper outlines Government progress to date on the subjects of:

- statutory safety regulations already introduced and in preparation;
- research programmes to improve safety;
- means to combat oil pollution;
- certification of installations;
- diving safety.

Hydrography and the role of the Royal Navy

The Select Committee recommended a substantial increase in ships and equipment for the hydrographic survey of the Continental Shelf.

The White Paper points to the formation, announced on 17 July 1974, of a Study Group, led by the Ministry of Defence, to consider the requirements of shipping and offshore development industries and other civil interests, including surveying work, on the UK Continental Shelf. The Group has now completed its work and its report is under consideration.

The resources needed for the future surveying task are being identified in the light of the Defence Review.

The White Paper also outlines steps announced by the Minister of State for Defence on 11 February 1975, for the protection of offshore installations.

The White Paper notes the University Grants Committee's support for specialist courses in petroleum engineering at Heriot-Watt University and Imperial College, London University.

The Department of Energy has exceptionally provided a £300,000 grant for the building at Heriot-Watt, and the Government has also agreed to finance the drilling technology training centre in Scotland and the underwater training centre at Loch Linnhe, near Fort William.

Other points covered in the White Paper include assistance to British firms on credit terms for offshore supplies and notification of obstacles to navigation.

The White Paper 'Offshore Engineering – Government Observations on a Report by the Select Committee on Science and Technology' (Command 6060) is available from HMSO, price 28p net.

The Report of the Select Committee on Science and Technology on Offshore Engineering was published in November, 1974.

Continental Shelf report

The Annual Report of the Secretary of State for Energy, under the Continental Shelf Act, 1964 for the year 1973-74 (HC 344) was published on 7 May.

The Report gives details of the licences granted between 1 April 1973 and 31 March 1974 to search for oil and natural gas in areas beyond the low-water mark, the licences held at the end of the year, and the method of calculating initial and periodical payments and royalties due under the licences.

During the period covered by the report, 18 production wells and 61 other wells were drilled on the United Kingdom Continental Shelf, as compared with 35 and 48 respectively in 1972-73.

In the year ending 31 March 1974, 30,823 million cubic metres of natural gas were produced from the West Sole, Leman Bank, Hewett, Indefatigable and Viking gas fields. The previous year's production amounts to 27,480 million cubic metres. During 1973-74, 296,735 metric tons of condensate were produced; production of this in 1972-73 was 267,013 metric tons.

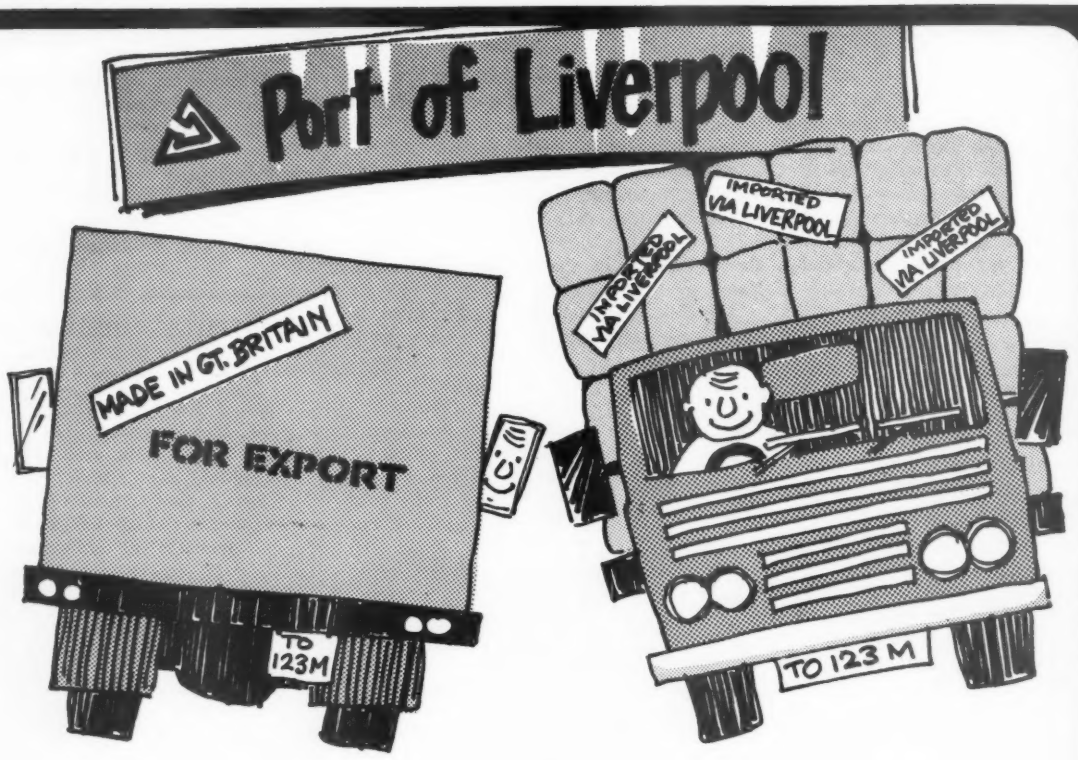
Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
24 April 1975		
1,246,556	Commissariat A L'Energie Atomique	A method and apparatus for the manufacture of single crystals
1,247,590	Commissariat A L'Energie Atomique	Method and apparatus for the purification of heavy water
1,247,592	Commissariat A L'Energie Atomique	Flash distillation process
1,247,968	Commissariat A L'Energie Atomique	Sealing device
1,248,174	Commissariat A L'Energie Atomique	A safeguard for a nuclear reactor
1,248,386	Commissariat A L'Energie Atomique	Process for the production of an alpha-ray source, and the source obtained by the application of this process
1,250,687	Commissariat A L'Energie Atomique	Coating for fuel element cans
1,254,351	Commissariat A L'Energie Atomique	Apparatus for the detection of scale formation in distillation plant and like systems
1,256,809	Commissariat A L'Energie Atomique	Improvements to difference amplifiers
1,257,410	Commissariat A L'Energie Atomique	A nuclear fuel pin sub-assembly
1,262,839	Commissariat A L'Energie Atomique	Fuel assembly for nuclear reactor
1,264,090	Commissariat A L'Energie Atomique	Fuel assemblies for nuclear reactors
1,322,019	Maurice Georges Rouchy	Derivatives of tetracyclines

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller



Look at it both ways-

Your haulier will be happier if he gets a return load after delivering your exports. That's where Liverpool has the advantage. Not only that – for more than half of British manufacturers it's their nearest major deep–sea port, with direct motorway connections to North, South and East.

Liverpool is gallons nearer!

Shipowners are praising Liverpool for its new high level of productivity and co-operation. Use Liverpool and save fuel –both ways.

The Mersey Docks & Harbour Company

Pier Head, Liverpool L3 1BZ. Tel: 051–236 6010. Telex 627013

Estimated consumption of diesel fuel to the port of Liverpool based on an average of 7 mpg.

New regulations on carriage of nautical charts

Rules requiring ships to carry appropriate nautical charts and other publications come into operation on 1 June 1975. They apply to all ships registered in the United Kingdom, other than those less than 12 metres in length, for which compliance could be impractical and fishing vessels for which similar rules have been made.

In future charts must be carried which are of a sufficiently large scale and sufficiently detailed as to show navigational marks, known dangers and other specified information appropriate for each part of an intended voyage. Those ships which intend to go to sea beyond five nautical miles from any coastline will in addition be required to carry directions and information appropriate to their voyage and contained in publications such as, for example, the International Code of Signals, Merchant Shipping Notices, the Mariners' Handbook and Sailing Directions. A complete list of the publications to be carried is given in the Schedule to the New Rules which are being made under Section 86 of the Merchant Shipping Act 1970.

Department of Trade acts on Pan Am commission rates

The Department of Trade has imposed a variation on the operating permits of Pan American World Airways to ensure that levels of commission payable by the airline to its passenger sales agents for all air services into or out of UK territory do not exceed those approved by the Civil Aviation Authority as agents for the Department.

A spokesman for the Department said on 8 May: 'Pan Am has been warned that failure to confirm that they will comply with this variation could lead the Secretary of State for Trade to consider whether he should revoke or suspend any or all of their operating permits.

'This would be a very serious step to take but the Department of Trade believes it is essential that all airlines operate strictly in accordance with their permits'

On 30 April the Department issued a statement giving the first public warning to Pan Am on agency commissions.

Representatives of Pan Am have discussed this matter in detail with officials of the Department and have been told that Pan Am by simple notification to the Civil Aviation Authority will be allowed to remit the 7½ per cent agents' commission which was accepted by all airlines other than Pan Am.

Most European civil aviation authorities have indicated that they will not permit Pan Am to offer higher rates of agency commission as have a number of other authorities worldwide.

Dentsply International Inc. and A. D. International Ltd. merger permitted

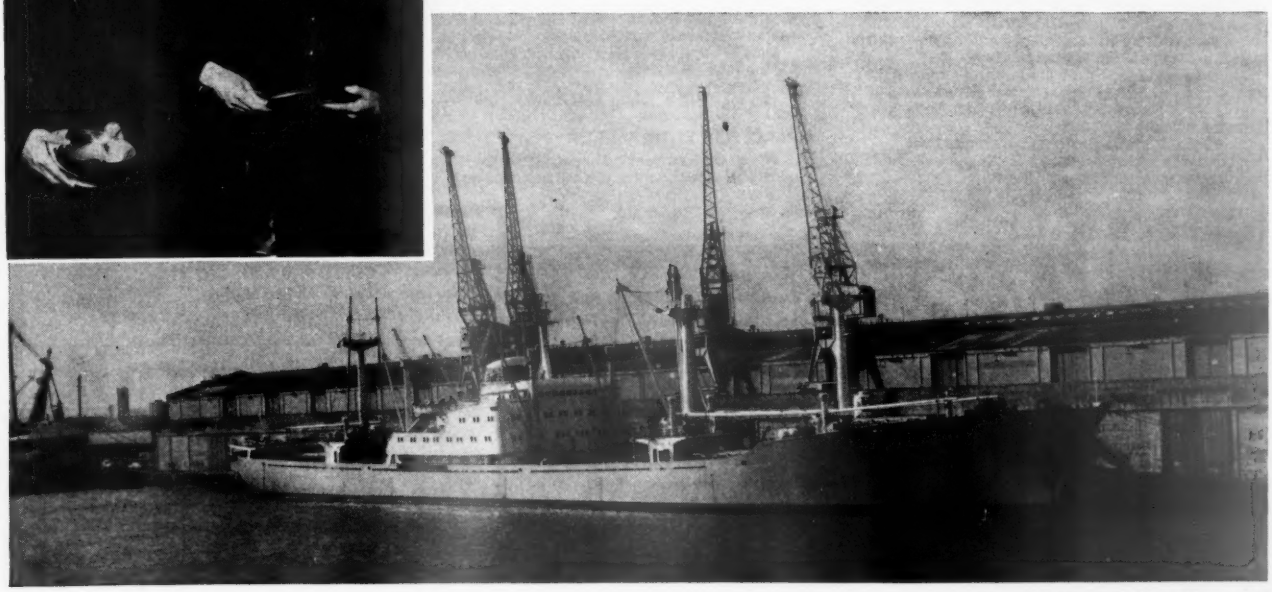
The merger between Dentsply International Inc. and A. D. International Ltd. is to be allowed to proceed.

In a written reply to Mr. Michael Ward MP (Peterborough), Alan Williams, Minister of State for Prices and Consumer Protection said:

'Yes My Rt. Hon. Friend received the report on 21 April. The Commission have found that the proposed merger may not be expected to operate against the public interest. My Rt. Hon. Friend will be laying the report before Parliament, and publishing it, as soon as possible.'

The proposed acquisition of A. D. International Ltd. by Dentsply International Inc. was referred to the Monopolies and Mergers Commission on 22 November 1974 under the 'size of assets' criterion of the Fair Trading Act 1973.

The Port of Liverpool was host recently to the latest vessel of the China Ocean Shipping Corporation, the national line of the People's Republic of China. Built in Kwangchow (formerly Canton) the 14,683 dwt motor vessel *Liao Yang* became the first Chinese vessel on her maiden voyage to call at Liverpool. The *Liao Yang* loaded in Whampoa, China and after discharge of approximately 1,000 tons in Liverpool, sailed for Continental ports. To mark the occasion, the joint managing director of the Mersey Docks and Harbour Co., James Fitzpatrick, presented an engraved tray to the Master, Captain Tseng Huai-Yu, at a reception held aboard. Picture shows from left, Mr. Liu, Commissar on the *Liao Yang*, Mr. Fitzpatrick, Mr. Chu Chi-Yuan, Consular of the Embassy of the People's Republic of China and Captain Tseng Huai-Yu. Picture below shows the vessel berthed in Huskisson Dock, Port of Liverpool.



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Another factory for Workington

The English Industrial Estates Corporation is to begin work shortly on the construction of a 2,250 m² (25,000 sq. ft.) advance factory on the Lillyhall Industrial Estate, Workington, Cumbria.

A contract for building this factory has been awarded to Border Engineering Contractors Ltd., of Whitehaven. Architects for the project are Richard Turley Associates, of Newcastle upon Tyne, and the quantity surveyors are Davis, Belfield and Everest, of Gateshead.

Work is expected to start later this month and the premises should be ready for occupation by the end of the year.

Government factory for Bridlington

The English Industrial Estates Corporation has announced that work is shortly to commence on the construction of a 900 m² (100,000 sq. ft.) advance factory on the Carnaby Industrial Estate, Bridlington, Humberside.

A contract for building the factory, which has been designed by Estates Corporation staff, has been awarded to F. Hall and Sons Ltd., of Kingston upon Hull. Architects for the project are Parker and Rosner, of Hull, and the quantity surveyors are Turner and Townsend, of Leeds.

Work is to start during May and the premises should be ready for occupation before the end of the year.

Wales gets £3 million more for advance factories

The Secretary of State for Wales, John Morris, announced last week that as part of a further programme of advance factory building Wales will get another 173,000 square feet of factory space costing £2 million, and a further £1 million to purchase land for advance factories.

Mr. Morris also announced that the £2.3 million previously allocated for advance factory building as part of the special assistance to Ebbw Vale will be used to provide six factory units totalling 160,000 square feet – five on the Tarfanaubach Industrial Estate (one of 50,000 square feet, three of 25,000 and one of 10,000), and one at Cwmtillery of 25,000 square feet.

The new programme includes the building of factories at Kenfig (50,000 square feet), Penyfan (10,000), Milford Haven (10,000), Gaerwen (10,000), Caernarfon (10,000) and Pwllheli (two 5,000 square foot units), a total of 100,000 square feet of new factory space.

In addition, there is to be an intensified programme of factory building in rural Wales by the Development Commission. This will provide 73,000 square feet of new factory space.

The Secretary of State said: 'The programme represents a well balanced and vigorous attack on the problems of this part of the Principality and is firm evidence of this Government's determination to work for the economic and social well-being of rural Wales.

'This ambitious programme, costing £1 million, will be phased over the next two or three years and is over and above the Development Commission's ongoing programme of factories which is already making such a contribution to the six growth towns.'

The full programme for Mid-Wales consists of advance factories at Llandrindod Wells (one of 10,000 square feet), Cardigan (one of 10,000), Llandovery (one of 5,000), and nursery units at Aberystwyth (four of 3,000), Hay-on-Wye (two of 3,000), Builth Wells (two of 3,000), Machynlleth (two of 3,000), Llandyssul (two of 3,000), Tywyn (two of 3,000), and Blaenau Ffestiniog (two of 3,000).

The Secretary of State said that land will be purchased in advance of demand in Anglesey (10 acres), Caernarfon (7½ acres), Bangor (Llandegai) (five acres), Llanwrst (2½ acres), Rhyl (three acres), Pembroke (five acres), Capel Hendre (five acres), Blaenavon (five acres), Cardiff (five acres), Cymmer/Maesteg/Glyncorrwg area (five acres), and Rhymney Valley (acreage still to be determined).

Donald Chapman, chairman of the Development Commission, has recently discussed with housing authorities in rural Wales ways of providing housing to match factory developments.

New jobs for Welshpool

John Morris, Secretary of State for Wales, has announced an expansion project by a Welshpool firm, which will mean an extra 70 new jobs for the area within three years.

Mr. Morris said that Macdermott and Chant Ltd., who have been in business at Welshpool since 1969 and now occupy a 15,000 sq. ft. factory on the Welshpool Industrial Estate, are to take over additional premises there. They have been allocated the former No. 1 advance factory which will shortly be vacated by H. H. Robertson (UK) Ltd.

At present, some 70 people are employed by Macdermott and Chant Ltd. on printing, bookbinding and stationery manufacture. The company specialises in diary printing and binding. During the first stage of expansion the bookbinding section will be transferred to the new premises. The space vacated will be used to increase printing capacity. It is expected that 30 jobs (15 for men) will be provided in the first year and that this will increase to 70 jobs (35 for men) within three years.

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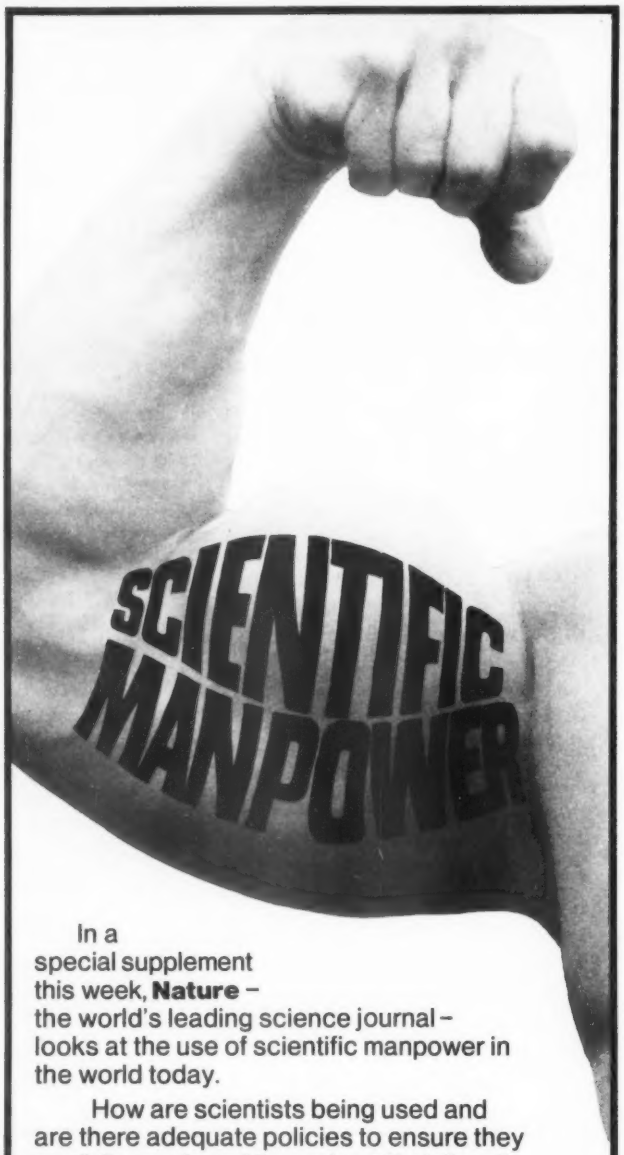

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British Shipping Law Series No. 5

C.I.F. AND F.O.B. CONTRACTS

Second edition
by
David M. Sassoon, M.JUR (Jerusalem), D.PHIL.(Oxon)

The first edition of this book in 1968 was widely used as a comprehensive and detailed guide to the law and practice of these two important types of international sales contracts. Since 1968 world trade has expanded rapidly and c.i.f. and f.o.b. contracts in various jurisdictions have developed in response. This second edition includes, therefore, an analysis of over sixty new decisions from various countries, and takes full account of appropriate legislations: the Uniform Laws on International Sales Act, 1967, and the Supply of Goods (Implied Terms) Act 1973.

The last few years have also witnessed considerable technological changes. These include the increasing transport of freight by air, and perhaps even more important, the container revolution and the development of the combined transport concept. All these have begun to exert influence on traditional patterns of trade and on the customary trade terms—in fact on the accepted rules which have governed c.i.f. and f.o.b. law for so long. These developments are considered by the author, and account is taken of the efforts of the International Chamber of Commerce to prepare definitions of new forms of c.i.f. and f.o.b. for use in contracts involving these modern modes of transport, although these terms are, of course, not complete.

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Technology News

Underwater welding – the problem in depth

The construction of offshore pipelines and structures operating in deep water, and the future construction of working environments on the ocean bed, have created a need for the development of welding systems for deep water fabrication and repair. The Ship and Marine Technology Requirements Board, recognising the problem has now placed a contract with the Welding Institute for the preliminary study of the fundamental situation involved.

The first phase of this project has examined the effect of high pressure atmospheres on the performance of metal arc welding using a specially constructed hyperbaric welding chamber in which depths of up to 310 m have been simulated. Test welds monitored the effect of increasing pressure on the welding parameters and on test weld quality.

Manual metal arc welding has shown the best results within the limits of the research programme so far, major problems having been identified in the use of other processes. A report, A Preliminary Study of the Effect of Increased Pressure on the Welding Arc, presenting the findings of the initial programme, is now available price £6.00 from the Technology Reports Centre, Station Square House, St. Mary Cray, Orpington, Kent.

Two other reports on underwater welding arising from earlier work on the SMTRB programme are also available from the Technology Reports Centre at a price of £3.00 each; A Preliminary Study of Underwater Manual Metal Arc Welding – A review of the literature on Underwater Welding and Cutting to June 1974.

Regrouping of SRC establishments

The Science Research Council has decided to regroup some of the activities in its establishments.

Support for high energy physics will be concentrated at the Rutherford Laboratory. Work at the Daresbury Laboratory in preparation for CERN experiments which are already approved will continue there, but work on all new proposals will be the responsibility of Rutherford Laboratory.

A substantial part of the computing now carried out at the Atlas Computer Laboratory, for a wide range of sciences will be transferred to the Daresbury Laboratory to support a growing variety of work outside the field of high energy physics. The transfer will begin in 1976 and take several years to complete.

The council has decided to set up an interactive computing facility of which that part of the Atlas Computer Laboratory remaining at Chilton will form the basis. The council are also considering with the Department of Industry the establishment at Chilton of a national computing campus to which the interactive facility would be the initial SRC contribution. A further announcement will be made later.

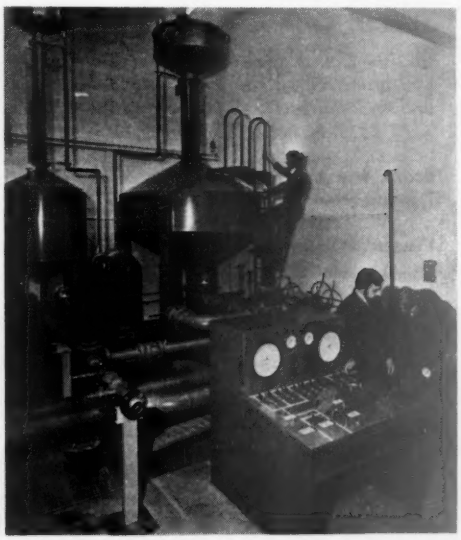
Association of Research Organisations

The Association of Independent Contract Research Organisations has been formed to represent the resources of seven founder members: Electrical Research Association, Fulmer Research Institute, Huntingdon Research Centre, International Research and Development, Inveresk Research International, Ricardo Consulting Engineers, Robertson Research International.

Contract research has become more important in recent years and serves industrial, commercial, institutional and governmental clients. The seven independent organisations based in the United Kingdom serve home and overseas markets, and between them they employ 2,250 staff of whom 800 are of professional consultant status. In 1974 they earned more than £13 million contract fees with a capital employed of some £6 million, the export business being worth about £4 million.

The Association aims to keep British contract research in the forefront of world effort.

Its interests include electrotechnology services, engineering materials, biological testing, materials/engineering, biosciences research, mechanical engineers, and earth sciences.



John Methven, Director General of Fair Trading, recently officially opened a new headquarters building (above, left) for the Trading Standards Department of the Warwickshire County Council in Budbrooke Road, Budbrooke, on the outskirts of Warwick. Housing some of the most up-to-date trading standards testing facilities in the country, the building includes a bulk flow laboratory which has calibration equipment (above, right) for bulk flow reference meters believed to be unique in Britain. The equipment was designed by the department's own staff. It is hoped to have British Calibration Service approval for this facility in the near future, when the service will be made available to industry and commerce, as well as to other local authorities. The solid fuel testing bay is already being well used by industry and commerce. Other facilities include a capacity standard laboratory and a tanker test laboratory.

Britain

The BBC – the country's export shop window

by Derek Cutner, Publicity Officer, Overseas, BBC

How do you let the world know about your products? That's a major problem facing all British manufacturers wanting to export. You may have a new and interesting product which you feel certain will interest Europe or the Middle East . . . the Far East or Africa . . . Latin America or Australia. But how do you interest the trade outlets, the agencies and the tens of thousands – possibly millions – of people who may want to buy your product?

One way in which you can let the world know – and it is a most effective way, according to the many British businessmen who have benefited – is to get your product mentioned on the BBC overseas radio broadcasts, broadcasts which go round the world and are listened to regularly by an estimated 60 million people in more than 150 countries.

The BBC External Services are substantial exporters themselves. What they export is, of course, mainly words spoken on the air – thousands of words every hour of the day and night, hundreds of millions in the course of a year. But those ephemeral words carry information, ideas and images which leave a lasting impact on the minds of millions of listeners all over the world. And it is this impact which is of importance to exporters.

The programmes

Business and Industry – a twice-weekly report on British and international commerce with news from the commodity and stock markets in the weekend edition. *Sats 0145 repeat 0430, 1315, 2015. Midweek Tues 2100 repeat Weds 0145, 0430, 1315*

Stock Market Report – news of the day's trading on the London Stock Exchange. *Daily 1937*

Financial News – including news of commodity prices and significant moves in currency and stock markets. *Mons-Fris 2225 repeat Tues-Sats 0350, 0450, 0935*

Science in Action – a review of progress in science, technology and medicine. *Fris 1615, repeat Mons 1130, 2045*

New Ideas – a radio shop window for British industry, news of the latest products and inventions of particular interest to the householder and small businessman. *Suns 0515, 0930 repeat Tues 1330, Thurs 0215, 2150*

Discovery – an examination in depth of advanced developments in the world of science. *Weds 0230, 1709 rep Fris 1130*

The Farming World – a weekly 30-minute programme on farming, forestry and rural development. *Tues 1430, 2130 repeat Thurs 0945*

Broadcasting from the heart of London, from Bush House in the Strand, the BBC External Services speak to the world in English and 39 other languages for more than 100 hours every day – more, incidentally, than BBC Radios 1, 2, 3 and 4 and both BBC television channels put together. It is an international broadcasting service unique among the world's external broadcasters, transmitting a programme schedule that includes news, sport, light entertainment, music, drama and a host of talks, features and documentaries. It has built an extensive and appreciative audience, establishing an undisputed global reputation for integrity and credibility.

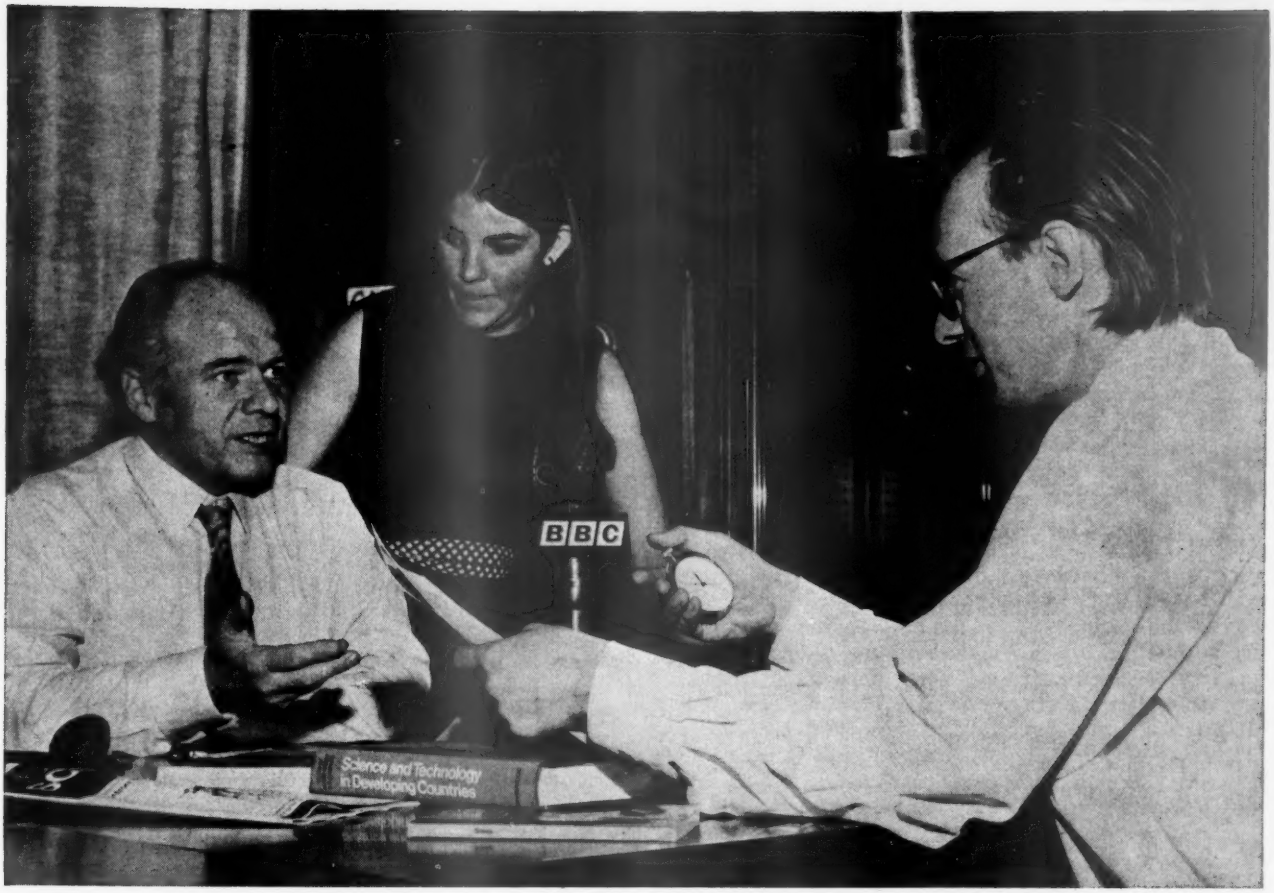
Publicity and promotion for British exports is a significant part of this programme output; the primary aim is to report Britain's achievements as an industrial and trading nation and so help create a climate favourable to British exports. The BBC maintains close contact with the Departments of Trade and Industry, chambers of commerce, trade associations and related organisations, and makes every effort to encourage individual firms to provide the External Services with information about their new products and developments.

It could be argued that even if the BBC External Services never mentioned British science, technology or industry, they would still be of value to exporters, for the very existence of a British broadcasting service respected everywhere for its efficiency and reliability reflects well on the efficiency and reliability of the United Kingdom and helps smooth the way for British export activities.

But, of course, these subjects are not only mentioned; special attention is given to them and any noteworthy British achievement in these fields is fully reported, not only in the news bulletins – especially appreciated by the vast audiences – but also in magazine programmes and in many specialist features. Programme titles speak for themselves: in the World Service alone, the round-the-clock English service, *New Ideas*, *Business and Industry*, *Science in Action*, *Farming World*, *Outlook* are only some of the regular programmes. No day passes without a regular programme which either deals directly with British industrial and technological achievement or reflects well on British science and know-how.

And the foreign-language services carry a similar range of programmes, all adjusted to the interests of their particular audiences. They can also perform a function which the World Service – which by its very name is omni-directional – cannot perform. When British industry stages a special promotion or exhibit in a major way in their target areas, they can mount programmes about the firms involved and their products, so attracting visitors and generally stimulating interest. This was the case, for example, with the British Industry Technology Exhibition in Peking. Not only did the Chinese service preview the exhibition, but the Chinese programme organiser went to Peking to provide coverage on the spot.

There would be little point in broadcasting about new



Programmes have to be timed to the second. This is a BBC World Service 'Science in Action' team at work on the programme in a Bush House studio, London. Arthur Garratt (left), the programme narrator, is being timed by Peter Beer, who produces the series.

British products without mentioning both their names and manufacturers. Advertising and selling is not the business of the BBC, but not infrequently sales can be attributed directly to the broadcasts.

Research has shown that programmes on industrial subjects are well received by audiences provided that they are well produced, presented and interesting in their own right. A broadcaster must interest his audience: if he does not, he loses that audience no matter how accurate or fair his programme is. For this reason, it is necessary to be highly selective about the kind of product mentioned in a programme; however worthy the product may be, it is the duty of the broadcaster to exclude it if, by putting it in, he loses the interest of most of his listeners.

It may also be, however, that there is something about a product which is of general interest, even though it is perhaps not central to the product's commercial viability. This is where the export liaison unit of the BBC External Services can sometimes help. The unit is managed by radio journalists who act as the 'broker' between manufacturers and broadcasters, drawing attention to those features of a product which are likely to make it interesting to a wider audience.

The audience

Who are these millions of people who listen to the BBC's overseas radio programmes? Surveys based on standard sampling methods are the only practical way of measuring radio audiences. In many parts of the world, such surveys are not possible, but where they are practical, the BBC makes use of this method and has had survey results from more than 50 countries.

All the following examples refer to adults listening regularly at least once a week. For instance, in the French-speaking part of Belgium, about 350,000-400,000 people listen to the French service. In West Germany, more than three million tune in to the German service. Well over two million people in Western Europe as a whole listen to the World Service in English.

The Arabic service has an audience of about half-a-million in the Lebanon, and more than a quarter-of-a-million in Kuwait. In towns in northern India, there is an audience for the Hindi service estimated at more than three million – while the World Service attracts an audience of about half that size.

Another example is northern Nigeria, where the Hausa service is listened to by 30 per cent of the adult population, while the World Service has an audience of 22 per cent in urban Nigeria as a whole. Even in the United States – a country saturated by its own domestic radio and television –

The languages

The BBC broadcasts in English, Arabic, Bengali, Bulgarian, Burmese, Chinese (Cantonese and Standard), Czech and Slovak, Finnish, French, German, Greek, Hausa, Hindi, Hungarian, Indonesian, Italian, Japanese, Malay, Maltese, Nepali, Persian, Polish, Portuguese (Europe and Brazil), Romanian, Russian, Serbo-Croat and Slovene, Sinhala, Somali, Spanish (Europe and Latin America), Swahili, Tamil, Thai, Turkish, Urdu, Vietnamese.

The BBC – the country's export shop window continued

according to recent research the regular audience is of the order of 800,000 adults.

Now what about the impact on these audiences? *New Ideas* alone, a weekly 'shop window' for new British products broadcast in the World Service in English, which reviewed about 250 new British products last year, received some 7,000 inquiries – all of which were passed on to the firms concerned. This figure represents only those inquiries sent to the BBC and does not include the very many sent direct from overseas to individual firms. The inquiries come from every kind of consumer, do-it-yourself enthusiasts, people seeking agencies and industrial buyers. And the response comes in many languages; the Japanese service *New Ideas* programme received approximately 2,000 inquiries from Japan last year.

New British products reviewed range from closed-circuit television and radar navigation aids, to steel joints for building, portable irrigation plants, a new concept in fire engines, a novel mouse trap, a mini washing machine and a new method of storing onions!

Recently, Halden Engines Ltd., whose two-stroke engine was mentioned both in the German service and World Service, reported that following the broadcasts, the firm had received inquiries from all over the world, order books were now full and the firm was planning to open a new factory in Scotland to meet increased demand.

Another large firm, Foster Wheeler Ltd., when asked if it had had any reaction to broadcasts about its contracts to build an oil refinery in Norway or an artificial protein plant in Sardinia, replied that it had had response from Hungary, Bulgaria, Scandinavia, Nigeria and Iran.

Overwhelming response

Then there is the chemical company which put on the market a simple water purifying device. It reported from its Derby headquarters: 'We received 100 inquiries as a result of the broadcast of which about a third were converted to sales.' An engineering firm in Birmingham, which developed a new type of wheelchair, reported: 'We had inquiries from France, Greece, Holland, Iceland, Israel, Japan, Kenya, Portugal, Pakistan, Spain, Switzerland, South Africa and Sweden. We were overwhelmed by the response.'

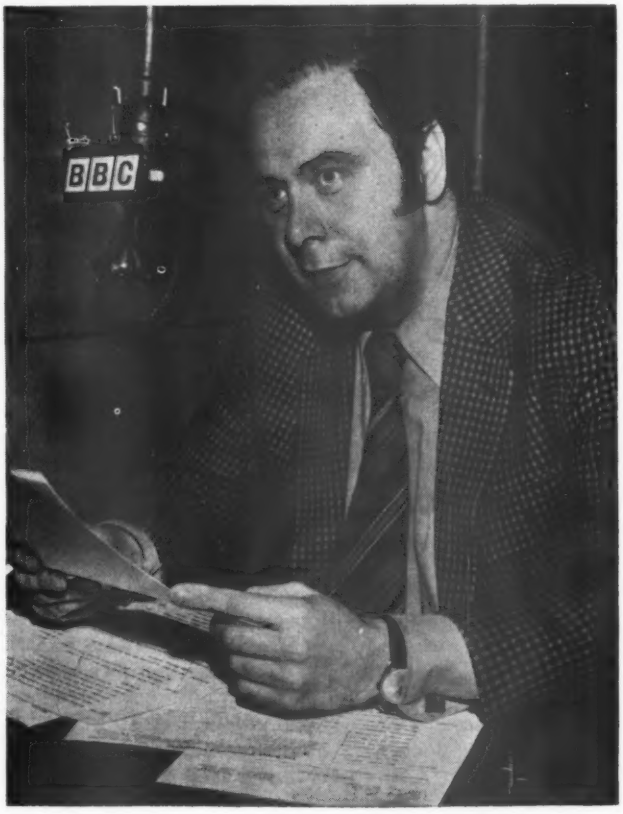
This then is what the BBC can do for British industry. It needs to be more widely known among exporters on whom the BBC depends to a substantial extent for information and whose awareness that they can avail themselves of this service is not always as great as it could be.

If you have an interesting story about new products or export successes, why not tell the BBC about it. Just pick up the phone and ring the Export Liaison Office (01-240 3456, ext. 2039/2295; telex: 265781; cable: Broadcasts London W1) or write to: Export Liaison Office, BBC External Services, Bush House, London WC2B 4PH. The office will advise you which of your products could make a good story; which programme could be the right one for your product . . . and any overseas inquirers will be put in touch with you.

Millions of people listen regularly to the BBC. Your new products, your participation in exhibitions, your visits abroad and your export drives could interest many of them. The BBC's service to British exporters is a service that no money can buy – and it's free!

Sticking another pin in his office wallmap at London's Bush House is Tony de Vletter, producer of the BBC World Service programme 'New Ideas' – a worldwide radio showcase for the inventiveness of British technology. Every new pin on the map marks the geographical origin of inquiries from the programme's world audience about products which had recently been highlighted in the broadcasts.

Specialists from numerous and varied areas of activity in the United Kingdom contribute to BBC's overseas-beamed programmes. Shown here is Peter Hobday, of the *Director,* the official magazine of Britain's Institute of Directors, introducing the BBC World Service programme 'Business and Industry'.



BOTB British Overseas Trade Board

How OPG helps British firms to win major contracts abroad

by Peter Bryant, Head of Overseas Projects Group

Success in winning contracts to carry out large projects overseas is vital to Britain's exports. In many markets – for example leading customers in the Middle East, Brazil, Nigeria – capital projects already represent a major part of the opportunities open to firms from overseas. They give British firms the chance to sell large quantities of services and hardware, with all the benefits to the balance of payments which that brings. Success also helps Britain's commercial image generally and that of the firms concerned in particular and can lead to further business.

Success of British industry

Across-the-board statistics do not exist to show how well British firms do in winning business in major projects abroad, but all the indications are that they achieve a lot of success in a number of different fields. Particular individual success stories have been included in these columns in recent months (Rio Niteroi Bridge, Brazil (Redpath Dorman Long (Contracting) Ltd.), *Trade and Industry* (pages 336-7), 15 August 1974; Majes irrigation project, Peru (Tarmac Construction Ltd.), *Trade and Industry* (pages 148-151), 24 October 1974. An account of the success of Davy Ashmore Ltd. in winning a contract for the Altos Hornos steel complex, Mexico is shortly to be published.

The annual article on the overseas activities of the construction industry in October 1974 showed that construction firms won new business worth £515 million in 1973/74.

Britain is second only to the USA in the volume of export contracts handled in the chemical field. London has the largest concentration in the world of chemical engineers.

British consultants are involved in projects worth many millions of pounds. Their net earnings for the balance of payments exceed £100 million.

The Overseas Projects Group

In most cases, British firms win very large contracts without assistance from the Government, beyond that provided by ECGD. But some projects present special difficulties and it is necessary for the Government to give additional help – through overseas Posts, Ministerial visits, visits to the UK by key figures in the projects and so on. The Overseas Projects Group (OPG) of the British Overseas Trade Board provides a focal point to which British consultants, contractors, manufacturers and bankers can look for the co-ordination of this assistance.

Examples of current projects in which OPG is involved

Country	Project	Value in £ millions
Algeria	Arzew II LNG Plant	300
Algeria	Algiers Airport Development	50
Brazil	Sao Paulo Airport	100
Brazil	Steel Development Programme	1,000
China	PVC/Polymer Film Complex	100
Iran	Railways Electrification Scheme	1,000
Iran	Housing Programme	500
Iran	Telecommunications Scheme	200
Iraq	Baghdad Military Hospital	100
Iraq	Baghdad Airport	50
Portugal	Sines Petrochemical Complex	130
Saudi Arabia	University Projects	500

The Group was set up in 1968, following a report by the Earl of Cromer for the then Board of Trade. After some internal reorganisation in 1973, it was divided into five sections, four of which deal with particular project sectors. The fifth is a planning section responsible for examining individual project sectors to determine whether they offer good opportunities to British firms and also whether the British capability to pursue these projects needs to be improved. OPG has the benefit of advice from an Advisory Panel of industrialists with a wide range of experience of project business.

OPG defines projects as complete (or major parts of) production or process plants, or infrastructure projects (in the broadest sense), which are capable of turnkey or package approach. They may include elements of consultancy, engineering, technology, construction, supply of plant, materials and equipment, and financing.

OPG's method of working

OPG picks up information about projects from many sources, but mostly from the Export Intelligence Service, which is available to firms on a subscription basis from the

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How OPG helps British firms continued

British Overseas Trade Board. The Group responds to requests if asked for assistance by firms, and also takes the initiative in encouraging British firms to go after a particular project. In the latter case, it might help to form a suitable composite group to bid for the contract.

When the Group has decided to help in a particular case, it collects as much information as possible about the project and tries to identify the factors which seem likely to be important in the determination of who will win what business. These include technological, financial and sometimes political considerations as well as credibility, price and delivery.

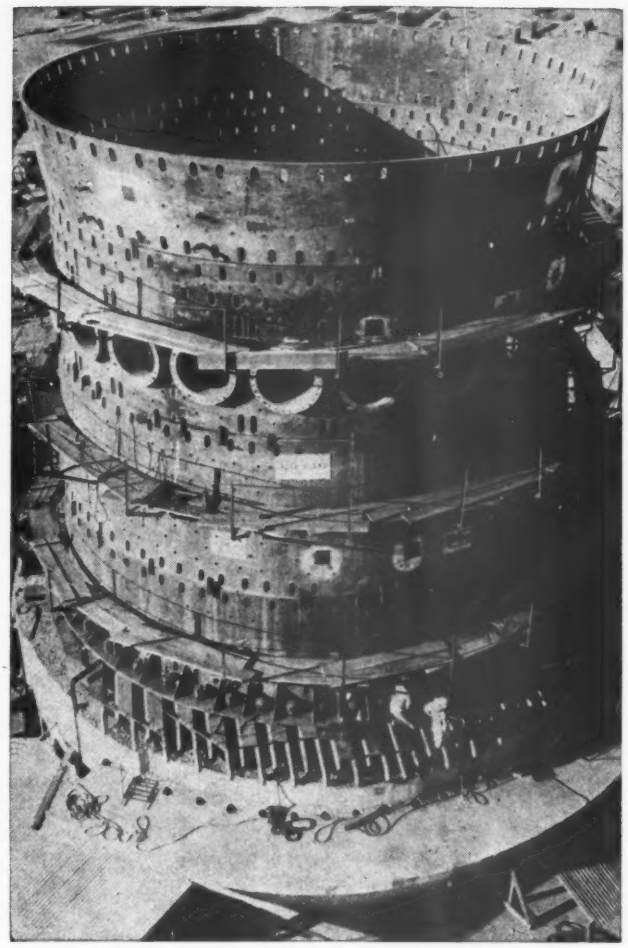
The Group sets up a dialogue with the firms concerned and with the overseas Post and co-ordinates the assistance which other Government departments are able to give. In cases where it is appropriate, the Group tries to ensure, in consultation with industry, that there is a single, strong British bid for each project in which it becomes involved, so as to make the best possible use of the services which the Government can offer and the influences which it can bring to bear.

Overseas Projects Fund

OPG can assist firms in some cases with their pre-contractual expenses for certain agreed activities in pursuit of the main contract in a project. The assistance is based on the principle of sharing the risks with industry; it amounts to half the expenses up to a limit of £50,000 per project or ½ per cent of the gross value of the contract, whichever is the lesser. If the firms who have been assisted win the contract, they are obliged to repay the contribution from OPG. In the financial year 1975/76 the Fund is of the order of £½ million.

OPG's policy of selectivity

OPG does not become involved in every project about which it learns. It is selective about the size of project and functional and geographical area. The overall objective is to maximise the benefit to the UK's net cash flow. OPG does not normally become involved in projects which offer a minimum potential sale of British goods and services of less than £5 million. It concentrates on those functional areas which generate a large number of projects of the sort for which Britain has a good capability. It also gives preference to projects in countries which have the ability to pay for the work done without requiring exceptionally generous terms of credit. Based on its own experience and on the advice of the Advisory Panel, OPG concentrates on the following major sectors: construction projects; steel; non-ferrous metals; agro-industrial complexes; chemicals and petrochemicals; power generation; railways and rapid transit schemes; telecommunications. Some priority is also given to projects for gas plant and cement plant.



Blast furnace for Sicartsa's steel works at Las Truchas, Mexico. British Steel Corporation, with W. S. Atkins and Partners and McLellan and Partners, are carrying out the design and management contract and many British manufacturers are supplying equipment for the project.

Among the countries on which OPG concentrates are the major oil-rich markets of the Middle East, Mexico, Venezuela, Nigeria, Colombia, Brazil, Peru, Indonesia, Malaysia, Hong Kong, Taiwan, USSR, Poland and Romania. It will be noted that the leading developed countries are not included. This is because projects capable of a package deal approach seldom arise in these countries and in any case there is a strong domestic capability for carrying out the work.

Cost escalation and performance bond cover

Apart from ECGD's normal help, the Secretary of State for Trade has recently announced two new measures which will be operated by ECGD and which will be of particular benefit to firms pursuing major projects. These are the schemes for partially covering exporters against a higher than expected rate of inflation and for giving assistance in raising performance bonds. The text of the Secretary of State's statement was

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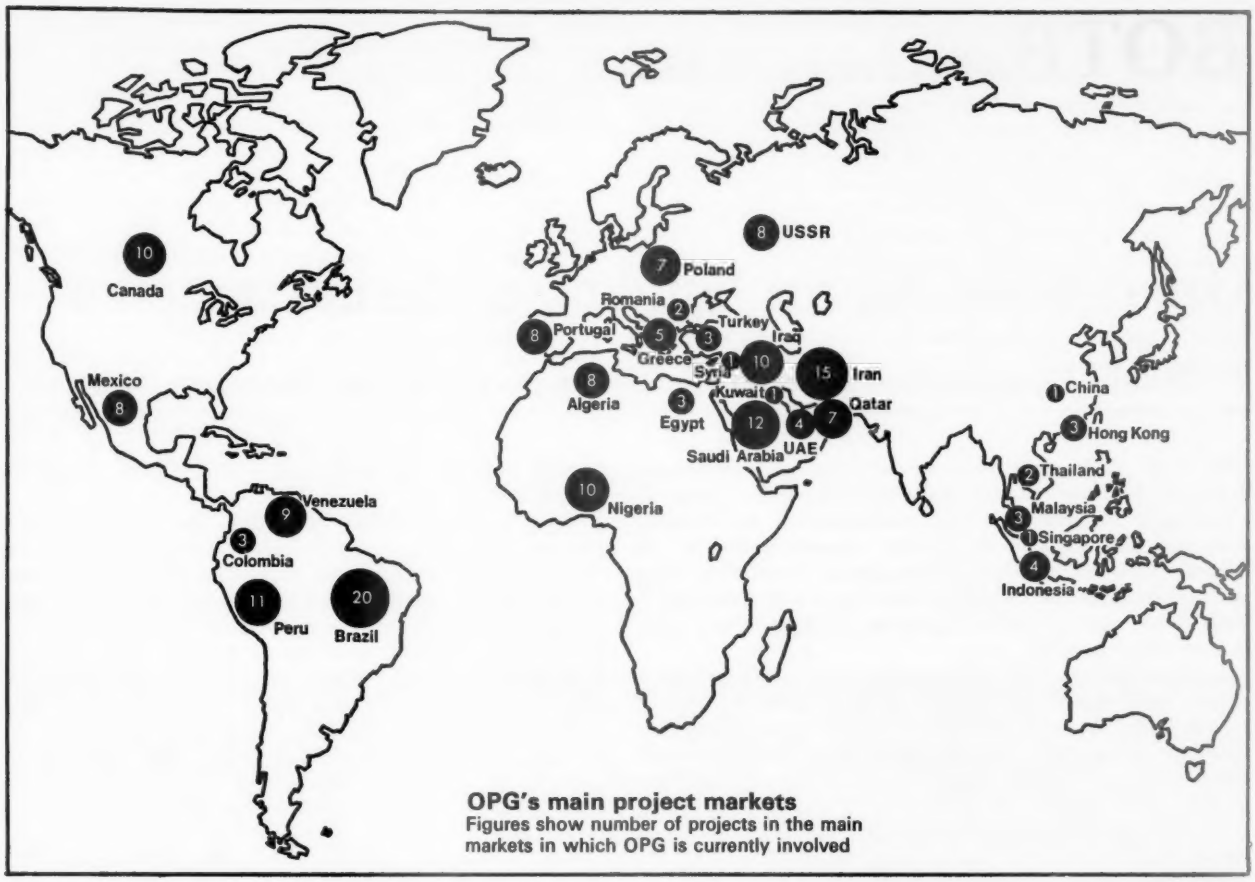

OPG's main project markets
Figures show number of projects in the main markets in which OPG is currently involved

published in *Trade and Industry* of 28 February 1975 (page 533).

The Export Guarantees (Amendment) Act 1975 gives ECGD the necessary powers to implement the first scheme. Details of the operation of the scheme are being worked out.

ECGD have opened discussions with the commercial market about the performance bond scheme. Meanwhile, they will make full support available under the Export Guarantees Acts, applying normal standards of underwriting judgement, in respect of cash or near-cash contracts with a minimum UK value of £20 million where bonds cannot otherwise be raised. Also, where in such cases a number of firms are involved in a major project and where the acceptance of joint responsibility under the bond would pose difficulty, ECGD may help by taking recourse on each firm only to the extent of its individual share in the contract.

The proposed scheme for assistance with performance bonds follows a recommendation by a special working party set up by OPG's Advisory Panel to consider the problems facing British industry in undertaking very large – jumbo – contracts in overseas projects.

OPG's successes

Although no international statistical information on project business is available, OPG has recently examined what happened with the projects in which it was involved from January 1973 until the end of September 1974. In this exercise, two categories were distinguished according to the amount of OPG's input.

Category 1 – projects in which OPG has been considerably involved, eg with help in forming the consortium, continued diplomatic assistance, assistance from the OP Fund.

Category 2 – projects in which OPG has made some contribution, eg by keeping in touch with the firms concerned, obtaining information.

The analysis showed that OPG was involved in 155 projects representing business (including local costs and elements for which UK firms were not bidding) worth £14,000 million. Of these 64 were in Category 1, valued at over £5,000 million and 91 in Category 2 (almost £9,000 million).

In 36 of these cases representing potential export business of an estimated value of over £1,000 million, the main contract had been awarded. Of these, 15 contracts went to Britain representing British exports worth over £260 million.

Most major projects have, of course, a long gestation period which explains the relatively low figure of contracts awarded compared with the total number of projects pursued.

OPG is currently involved in about 180 projects ranging from steel complexes and petrochemical plant to cement plant; from railway and airport development to hospital and university construction. By far the greater number of these projects are in the countries to which OPG gives a priority rating.

The success of British industry and the modest success of OPG offer no grounds for complacency. The opportunities overseas are legion but the competition is very strong. British industry must act vigorously if the country is to get a reasonable share of the business which is available. OPG stands ready to give what help it can. If any British firms who pursue business in major projects abroad would like to know more about the assistance which OPG can give, they are invited to get in touch with the Group in 1 Victoria Street, London SW1H 0ET.

Great potential for building materials supplies

by Dennis Parsons, Second Secretary (Commercial), British Embassy, Tokyo

The basic differences between Western and traditional Japanese housing construction methods make Japan a challenging market for UK manufacturers of building materials and supplies in normal circumstances. In the current economic situation, where Japan is suffering along with other industrial countries, there have been cutbacks in both public and private construction work and the market is currently depressed.

Despite this immediate outlook, however, 13 British companies, covering a wide range of building materials and supplies, decided to look beyond the short-term when they took part in the British Building Materials Exhibition which was held recently at the British Export Marketing Centre in Tokyo.

These companies were looking into a market of enormous potential. Although the tight-money policy adopted by the Japanese Government in its fight to reduce domestic inflation had seen a reduction in the number of new house starts by some 30 per cent in 1974 compared with a year earlier, this still represented about 1.3 million new dwelling units.

Many of these, of course, will have been of traditional Japanese construction with wooden posts and planks, divided by paper-covered, wood-frame sliding screens into a number of multi purpose rooms with tatami (straw matting) floors. There is, however, a small but growing sector of westernised ferro-concrete construction – including hotels and offices, luxury apartment blocks and flats for local authority tenants – where there are opportunities for foreign manufacturers.

Although the Japanese economy has not yet resumed its earlier high growth pattern, there are signs that the tight-money policy is having its desired effect and that the rate of inflation is coming under control. Money is already being pumped into strategic areas of the public sector and forecasters are predicting a reflation of the economy later this year. Indeed, there are already quite definite feelings in most sectors of the construction industry that growth will be resumed in the not-too-distant future.

Against this background, none of the companies was expecting to measure the success of this exhibition by the size of its order book at the end of the week. This was particularly true in the case of seven exhibitors which were looking at this market for the first time. Their main objective in coming to Tokyo was to find a partner to import their products or to manufacture under licence locally.

An interesting range of products had been assembled for the exhibition, including such varied items as bathtubs, taps and showers; floor-tiles and cladding materials; central heating pumps; fasteners, sealants; and concrete-related machinery. Brass door knockers and other quality brass door and cabinet furniture, too, were on display. The number of specially-invited visitors who came along to the exhibition was encouragingly high and all the British companies were pleased with the number of good quality contacts made in a relatively short time.

The brass door furniture of Rothley Brass Ltd. of Wolverhampton attracted a good deal of attention from visitors and the company concluded the exhibition with an agreement with the largest manufacturer of locks and other door fittings in Japan which will use its established distribution channels to introduce Rothley products to trading users. A second agreement was reached with a local importer which will concentrate on consumer outlets. It will be assisted in this by the Mitsukoshi department store – Japan's greatest retailer – which showed a great deal of interest, especially in the door knockers. K. P. Ashbourne, managing director, was pleased with the results of the exhibition and is hopeful of sizeable and continuing business.

Heatons Plastics Ltd. was displaying its luxury bathtubs and washbasins and an agreement was signed with a local importer which will represent it in Japan for its individual units. In addition, the local firm will import a new line from Heatons based on the concept of a complete bathroom in fashion colours aimed at the top end of the Japanese market.

Glynwed Bathroom and Kitchen Products Ltd. made contact with several potential importers of its luxury bathroom range and negotiations are continuing. Deltaflow Ltd. also made useful contacts in its field of luxury taps and plumbing items. Walker Crossweller Ltd., which has been active in Japan for a number of years, found a lot of interest in showers and mixing valves and many useful leads will be followed up by the agent. A large number of architects attending the exhibition expressed interest in specifying these, and other, products if they were to be made available in Japan.

Sealed Motor Construction Co. Ltd. of Bridgwater found the exhibition useful in drawing its central heating pumps to the attention of contractors and end-users and was able to establish that a market exists for its range of heating/ventilating related products in Japan.

H. and R. Johnson-Richards Tiles Ltd., Ferodo Ltd. and Redland Claddings Ltd. were all exhibiting tiles, with Redland additionally finding a lot of interest in its wall cladding products. Johnson and Ferodo are both represented in Japan and, as a result of contacts made during the exhibition, were able to extend their coverage of the market.

Dufaylite Development Ltd. of St. Neots was showing its paperboard honeycomb product and, in addition to taking a useful order during the exhibition, made many useful contacts which will be followed up with a view to securing a reasonable volume of continuing business.

Another company to take orders during the exhibition was Evode Ltd. of Stafford whose range of adhesives and sealants have been sold in Japan for some time. As a result of the exhibition, its coverage of the market has been extended and

agents are confident of increased business for Evode products in the future. The British Screw Co. Ltd. of Leeds was able to advance negotiations with possible Japanese trading partners who would wish to distribute its range of fasteners for the construction industry.

Errut Products Ltd. has been selling concrete-treating machinery into Japan for some time. The exhibition enabled it and its agent to make contact with the right people in the leading construction companies which are to investigate the possibility of using the machines. In addition, contact was made with specialist plant-hire companies that could result in Errut products reaching a far greater number of end-users.

Summing up, Douglas Clayton, executive director of the Building Centre, who acted as spokesman for the group, described it as a very useful and successful exhibition. If negotiations which were started or advanced as a result of this venture result in firm agreements later this year, then the exhibition could eventually bring more than £2 million a year in additional business for the 13 exhibitors.

The exhibition, 4-8 March, made it clear that there is a potential market in Japan for British building materials and equipment. In the longer term, the potential rewards could be very high as Japanese tastes in housing interiors move slowly towards the adoption of western fashions. But the time to be considering this market is now. In the future, the list of far-sighted foreign companies may be long. As a result of the British Building Materials Exhibition, one hopes that the list will include at least 13 British companies.

BOTB News

Industrial study visit to Japan

Post graduate students from the London Business School, and young managers from British industry who visited Japan to study the culture and industry. The visit was arranged by the Euro-Japanese Exchange Foundation and supported by the British Overseas Trade Board. One of the highlights of their trip included participation in a four-day seminar at the Institute for International Studies and Training at Fujinomiya. Picture shows the group standing behind Mr. S. Ohmagari, the Director of Overseas Programmes at IIST. Flanking him are two Japanese ladies who acted as interpreters during the visit.

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UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

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Big export opportunities for small firms, says Eric Deakins

The oil-producing countries are embarking on massive programmes of development which could provide profitable outlets for even relatively small exporting firms, said Eric Deakins, Parliamentary Under-Secretary of State for Trade, in an address to the Teesside Small Business Club in Middlesbrough last week.

'These countries plan to spend thousands of millions of pounds on projects in agriculture, industry, transport and communications, education, health and social services,' said Mr. Deakins.

'In my opinion smaller exporters should not be discouraged by the sheer size of many of these overseas projects since most provide sub-contract opportunities either to main contractors in Britain or in other exporting countries. Many small firms have successfully developed worthwhile export business in this way.'

Mr. Deakins said that the Government services were ready to help small firms in a large variety of ways.

'These services are not just for the "big boys". The British Overseas Trade Board does not draw a distinction between smaller firms and giant enterprises. So far as is practicable, its services are tailored to the needs of the individual exporter, to the extent that he is able to make profitable use of them.

'No small firms should therefore be discouraged from seeking the Board's help. In practice, many of the Board's services are likely to be of particular interest to small firms who lack the financial and management resources of major corporations and also their networks of overseas agents, representatives and contacts.

'It would also be a mistake to think that the Export Credits Guarantee Department was interested only in big details. Well over 80 per cent of ECGD business is with insuring the exports of manufacturers of consumer and light engineering goods, including a very high proportion of smaller firms.'

Seminar on Venezuela

Following two successful seminars on Mexico in 1973 and the Andean Group in 1974 the Economic Affairs Committee at Canning House (Area Advisory Group for Latin America to the British Overseas Trade Board) is arranging a seminar on Venezuela to take place at the Excelsior Hotel, London Airport on 21 May. The main purpose of the seminar will be to discuss the increased opportunities for British exports and investment which are being created by Venezuelan expanded oil revenues.

Full details and application forms are available from: Canning House, 2 Belgrave Square, London SW1X 8PJ tel. 01-235 2303/7.

Sir Frederick Catherwood, the new Chairman of the British Overseas Trade Board (see last week's issue, page 338). Sir Frederick, who is 50, is chairman of the British Institute of Management and a director of John Laing and Son Ltd. (of which he was managing director until June 1974), the Goodyear Tyre and Rubber Co. (GB) Ltd., William Mallinson and Denny Mott Ltd., and Wittenborg Automat Ltd. He was Director-General of the National Economic Development Office from 1966-71 and a member of the council from 1964-71. He was a member of the British National Export Council from 1966-71. Prior to secondment to the Department of Economic Affairs as Chief Industrial Adviser in 1964 he was managing director of the British Aluminium Co. Ltd. In this post he had considerable experience of direct exports and, as managing director of John Laing, of invisible exports.

Export opportunities in Sweden

A seminar organised by the London Chamber of Commerce and Industry, on the subject of export opportunities in Sweden will be held in London on 4 June. The seminar has the support of the British Overseas Trade Board and will be chaired by Mr. C. F. Machin, the member of the Board's European Trade Committee with special responsibility for Sweden.

Topics on the agenda are 'Opportunities for the British exporter in Sweden', 'How to Do Good Business with the Swedes', 'Finance and Investment in Sweden', 'Marketing in Sweden'.

Speakers will include Mr. B. A. Flack, Commercial Counsellor, British Embassy, Stockholm; Mr. S. Widenfelt, Trade Commissioner, Swedish Embassy; Mr. J. Ankarcrona, Manager, Nordic Bank and Mr. S. Bergqvist, Director, Gumaelius Advertising Agency.

Further details on the seminar are available from Mrs. M. Yelland, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

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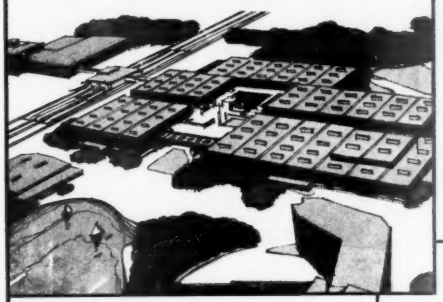
The National Exhibition Centre is uniquely equipped to stage any event and strategically located within a few hours flying time from any city in Europe. It is served by fast road and rail links and situated close to the important Birmingham conurbation with its wealth of manufacturing industry and commerce. And yet the Centre is in the midst of a popular tourist region. From 1976 it all points to Birmingham!

310 Acre Integrated Development

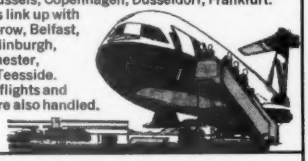
There are 7 exhibition halls, all at ground level, with a total area of 90,000 square metres. The largest hall provides almost 25,000 square metres of space. Each hall has quick-service restaurants and buffet bars.

A piazza (around which are grouped the six major halls) contains air-conditioned shops, banks, restaurants and the Exhibitors Club. There are two hotels; conference halls; a new rail station; and an international airport alongside.



International Airport

Birmingham's International Airport lies alongside the Exhibition Centre. Regular scheduled services already operate in and out of major European cities including Paris, Amsterdam, Brussels, Copenhagen, Dusseldorf, Frankfurt. Domestic flights link up with London's Heathrow, Belfast, Cork, Dublin, Edinburgh, Glasgow, Manchester, Newcastle and Teesside. Special Charter flights and executive jets are also handled.



Direct Road and Rail Links

Major motorways and rail links feed visitors from all parts of Britain into the National Exhibition Centre.

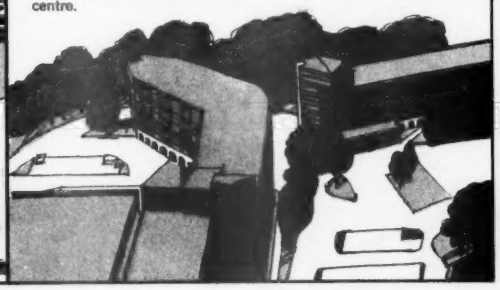
Provision has been made for parking 15,000 cars and 200 coaches.

Inter-city express trains link Birmingham with other major cities. From London's Euston Station, trains take only 80 minutes for the journey to Birmingham International, the new 5-platform station located at the Centre.

Hotel and Conference Complex

Within the Centre the Birmingham Metropole Hotel accommodates up to 1,000 people in modern luxury. Its sister hotel, the Warwick, accommodates another 125. And the Metropole's facilities cater for banquets for up to 1,200 guests; receptions for up to 4,000; and conferences of up to 1,800 delegates in a single hall. This international conference complex comprises six halls; a terrace restaurant overlooking the lake; a cinema with 200 seating capacity; and comfortable lounges and bars.

In addition, there are 130 other hotels within 30 kilometres of the centre.



Exhibitions already scheduled for 1976 include:

- ☐ International Spring Fair. Gifts and Hardware Industries Fair. February.
- ☐ FURNEX. Furniture Production Exhibition. March.
- ☐ HEVAC '76. International Heating, Ventilating and Air-Conditioning Exhibition. April.
- ☐ IPHEX International Pneumatics and Hydraulics Exhibition. May.
- ☐ IEA-ELECTREX '76. The International Electrical Electronic and Instrument Exhibition. 3-7 May.
- ☐ Surface Treatment and Finishing Show. May.
- ☐ International Laundry, Cleaning Equipment and Services Exhibition. June.
- ☐ International Watch and Jewellery Trade Fair. September.
- ☐ MACH.'76. International Exhibition of Machine Tools Gauges and Tooling. September/October.
- ☐ International DACTEX. Domestic and Contract Textiles Exhibition. October.
- ☐ Public Works and Municipal Services Exhibition. November.
- ☐ Offshore International Exhibition and Conference. December.
- ☐ HEDA The International Home Electronics and Domestic Apliances Exhibition— 23-27 May
- ☐ BREMA PUBLIC EXHIBITION 28-31 May

For information tick the appropriate boxes and return to: The Commercial Manager, National Exhibition Centre, P.O. Box 360, Birmingham B15 3DH, England.

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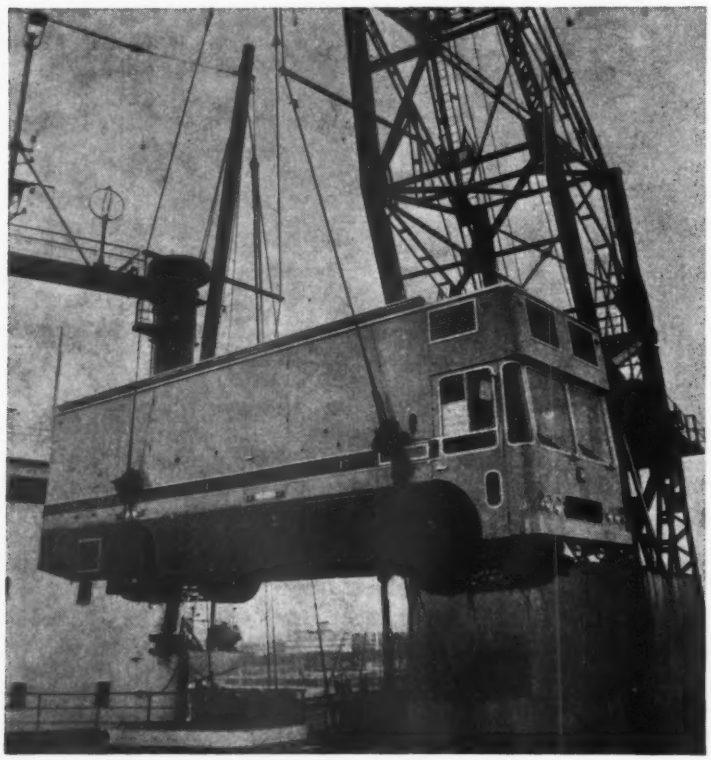
T.J.I.

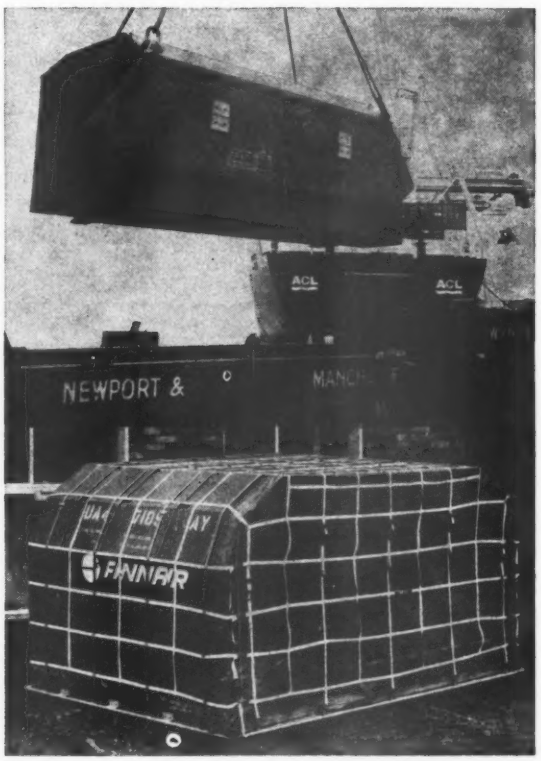
Rising exports

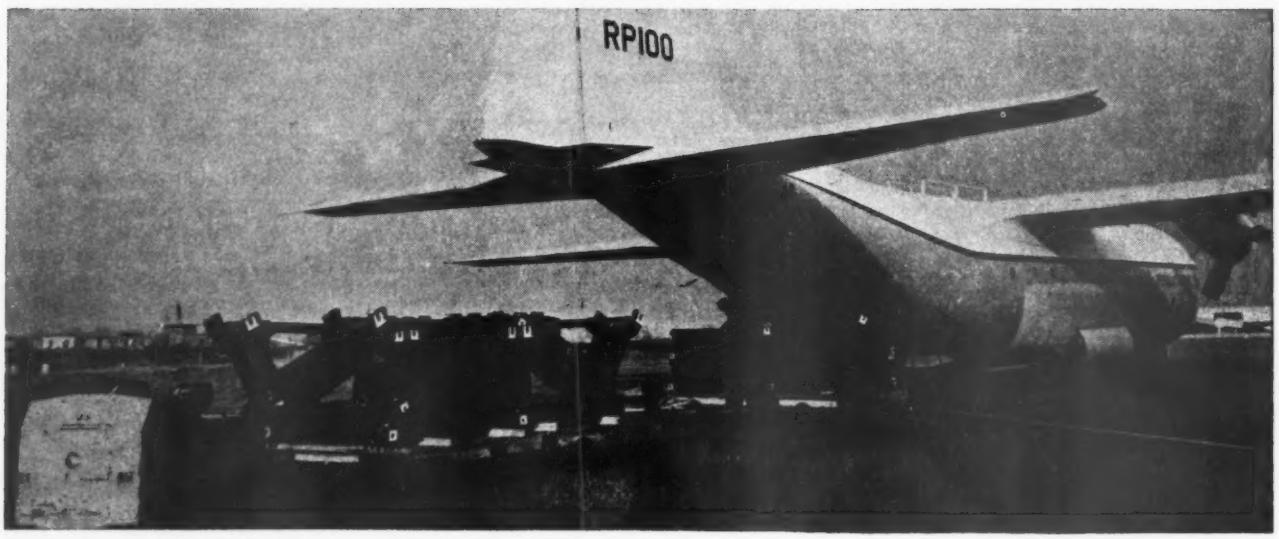
Right: One of the igloos supplied to Finnair by Brownline Ltd., Hounslow, for use in the lower freight compartments of Finnair's new DC 10-30 Trijet scheduled to operate on the Helsinki – New York route. Finnair, having used Brownline igloos for four years, has placed two more orders for a total of 90.

Left: A £250,000 colour outside broadcasting television vehicle made by Pye TVT Ltd., Cambridge, is hoisted aboard the *Dorothea Bolton* at Liverpool docks for shipment to China. The vehicle, which will be used to cover sport and state events, will be equipped with four LDK 5 colour cameras, mixing and control equipment.

Bottom: A C130 Hercules aircraft of the Philippines Air Force loading parts of a Medium Girder Bridge made by Fairey Engineering Ltd., Stockport, at Manchester airport for urgent delivery to Manila to help with vital disaster relief work in the monsoon season. The bridge is designed so that it can be erected in just over an hour, using manpower only and with a minimum of site preparation.







Missions and Tours

British Food Export Council party to Far East

A trade mission consisting of 18 food and drink manufacturers left the UK on 11 May en route to Hong Kong and Japan. The mission is spending six days in Hong Kong and seven in Tokyo.

Organised by the British Food Export Council in conjunction with the British Overseas Trade Board, the mission comprises a wide cross-section of UK companies representing a range of products from confectionery to whisky.

The leader of the mission is Norman Wood, CBE, a member of BFEC's executive committee.

This is the ninth annual visit to these two markets. Although not as numerous as the last mission, its members will be largely engaged in consolidating existing business and introducing new lines into markets which continue to expand.

UK food and drink exports to Japan in 1974 exceeded £41 million, more than double that in 1972 and 13.5 per cent up on 1973 figures, reports BFEC. Processed foods were particularly buoyant reaching £9.5 million and whisky over £23 million. To Hong Kong, British food and drink exports were valued at £8.5 million in 1974, with processed foods totalling £3.7 million and whisky £2 million. This was a 19 per cent increase over 1973.

Ceramic plant and machinery makers plan visit to South African centres

The largest ever trade mission to be sponsored by the British Ceramic Plant and Machinery Manufacturers Association will leave UK on 5 September for a two-week visit to South Africa. Led by Nigel N. Ducker (Bennett and Sayer Ltd.), the mission will include representatives of the following companies: British Ceramic Service Co. Ltd., W. G. Cannon Air Engineering Ltd., Ceramic Consultants International Ltd., John W. Clark (Ceramic Consultant), Diamond Refractories Ltd., The Drayton Kiln Co. Ltd., Edwards and Jones Ltd., Fan Systems Ltd., Gough and Co. (Hanley) Ltd., Henshall Bamford and Partners, Rawdon Ltd., Ritemixer Ltd., Sheepbridge Equipment Ltd., Sterling Stag Ltd., Whitfield and Son Ltd.

The mission, supported by the British Overseas Trade Board, will be based at the Hotel President, Johannesburg, with journeys to various centres in South Africa for which individual travel arrangements are available; a programme of visits to heavy clay and whiteware plants is also being arranged.

Further information can be obtained from the Association, PO Box 9, Sunbury, Middlesex; tel. Sunbury 83280.

Glasgow delegation makes Nigeria tour

A trade mission from Glasgow Chamber of Commerce is visiting Nigeria 2-17 May. The mission consists of representatives of 20 companies.

Among industries represented are engineering teaching equipment; motor vehicle accessories; surface coatings; explosives and accessories; jewellery; time switches; baking equipment; fixing products for the building industries; hydraulic maintenance platforms; high mast lighting columns; accessories for lithograph printing industry; picture framing equipment; machine tools; sanitaryware and hardware. Banking and civil engineering will also be represented.

The BOTB-supported mission as a group will be based in Lagos but individual members will visit other towns.

This is the first mission mounted by the Glasgow Chamber to any West African territory. Nigeria was chosen as a country with many indications of dynamic expansion in the decade ahead. British products have, of course, sold well in Nigeria in the past but now it is a major market of interest to all industrial exporting countries.

British manufacturers must realise that greater selling efforts than ever before are needed to maintain their place and that means, among other things, more visits by senior executives, the Chamber believes.

Party with designs on Paris and Lyon

The National Association of Scottish Woollen Manufacturers is sending a party of designers to Paris and Lyon on a mission as part of a programme of studying fashion trends in overseas markets.

Flying from Edinburgh on 17 May to Lyon, cotton and silk manufacturing and printing centre, the party will spend four days visiting museums, the College of Textile Technology and art galleries. On 20 May, they will have discussions with the Silk Federation of Lyon, followed by a reception at the British Consulate-General.

Arriving in Paris on 21 May, the designers will attend a presentation at the fashion offices of the International Wool Secretariat, visit the garment-making firm of Jean Cacherel and the Gobelin tapestry production studio, as well as a number of fashion houses and department stores. A reception is being given for the Scots at the British Embassy on 22 May.

Leading the group will be Ebenezer Y. Johnston, a designer, many of whose fabrics have been featured in the Paris couture collections, and John McNairn, former principal teacher of art in Selkirk who studied in Madrid and the Paris Scandinavian Academy.

Other members will be John Edmonston (British Replin Ltd., Ayr), William Ewart (Wooly Mill Co. Ltd., Langholm), J. M. Hill (Gibson and Lumgair Ltd., Selkirk), Robert Irvine (Abbotsford Fabrics Ltd., Galashiels), Ian Mackenzie (Wilson and Glenny Ltd., Hawick), William Park (J. and J. Crombie Ltd., Aberdeen) and Sandy Rathie (Edward Gardiner and Sons Ltd., Selkirk).

Parliament

Monday, 5 May

Nationalisation of shipbuilding and ship repairing industries

Mr. Frederick Willey (Sunderland North) asked for a statement on the timetable for the nationalisation of the shipbuilding and ship-repairing industries.

'As promised in the Queen's Speech, the Bill to take these industries into public ownership has now been introduced,' said Mr. Meacher.

Staff of Department of Industry

Mr. Tom King (Bridgwater) asked the Secretary of State for Industry: 'How many staff in his department are at present engaged in industrial sponsorship divisions work with companies to whom the 250 extra staff indicated in the Industry Bill will be additional?'

Mr. MacKenzie replied: 'My Department has a total of some 550 staff at present engaged in the sponsorship of a wide range of industries, including nationalised industries. The 250 extra staff indicated in the Industry Bill will be needed for new work not all of which will be undertaken by my Department.'

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Minister of State: Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Concorde

Mr. Donald Stewart (Western Isles) asked for how many Concorde aeroplanes there are now firm orders.

'There are firm orders for nine Concordes; five from British Airways and four from Air France,' replied Mr. Meacher. 'Serious negotiations are also taking place for the sale of two Concordes to Iranair, and discussions are continuing with a number of other airlines.'

Mr. Robert Adley (Christchurch and Lymington) wanted to know the Secretary of State for Industry's policy towards the current anti-Concorde campaign at the FAA hearings in New York and Washington DC; and about action proposed with regard to it.

Mr. Meacher replied: 'Our policy is to ensure that the US Government are fully aware of the great importance which we and the French Government attach to the successful introduction of commercial Concorde services between Europe and the United States; and to correct the widespread misinformation about Concorde which prevails in some quarters there. We are pursuing these objectives both through normal diplomatic channels and by taking advantage of the formal consultative procedures under US environmental legislation to give factual evidence on Concorde and the environment.'

Aerospace exports

Mr. Michael Brotherton (Louth) asked if the Secretary of State for Industry is satisfied with what is being done to promote exports by the aviation industry.

'In general, yes, Sir,' said Mr. Meacher 'My Department, together with the British Overseas Trade Board and the Department of Trade, offers companies assistance in promoting civil aerospace exports. The Defence Sales Organisation of the Ministry of Defence is separately responsible for assisting the industry in the sales promotion of military equipment.'

Mr. John Biggs-Davison (Epping Forest) asked for a statement about aerospace exports to Romania.

Mr. Meacher replied: 'Romania is a valuable market for exports of British civil aircraft, aeroengines and equipment, as well as for collaboration on aerospace projects. The British Aircraft Corporation has recently won a £19 million order for the supply of a further five BAC 1-11 aircraft to Romania under a contract which also provides for some work in Romania on Fairey Britten–Norman Islander aircraft, subcontracts relating to the 1-11, and aeroengine components.'

VAT on boats

Rear-Admiral Morgan-Giles (Winchester) asked what representations had been received by the Secretary of State for Industry concerning the effect of the proposed 25 per cent VAT levy on boats and safety equipment.

Mr. Michael Meacher answered that the Minister of State had received representations from the Ship and Boatbuilders' National Federation about the effect of the increased VAT rate on boats and would be replying to them in due course.

Waste paper

Sir David Renton (Huntingdonshire) asked the Secretary of State for Industry to report further developments following his meeting with representatives of the paper makers, the merchants and the local authorities on 13 February with regard to making the maximum use of waste paper collected in the UK.

Mr. Meacher said: 'The Advisory Group on Waste Paper Recycling has now completed its initial examination of ways to increase the usage of waste paper in the UK and hopes to makes its recommendations within the next two months. These will include a scheme for stabilising the market in times of low demand and a programme of research and development work.'

Mr. David Steel (Roxburgh, Selkirk and Peebles) asked if steps would be taken to encourage industry to specify recycled material when ordering paper from manufacturers.

Mr. Meacher said: 'The first report of the Advisory Group on Waste Paper Recycling, which is expected shortly, will include a recommendation that the Government should set an example through its own paper purchasing policy.'

Bakery trade statistics

Mr. Arthur Palmer (Bristol North East) asked the Secretary of State for Industry to review the need for all the detailed information required by the Central Statistical Office on the bakery trade, in view of the burdens placed upon the trade in attempting to submit accurate reports under inflationary conditions.

'All proposals to collect statistical information from industry are very carefully considered and I am satisfied that all this information is needed,' said Mr. Meacher.

The Post Office

Mr. Tom King (Bridgwater) wanted to know the percentage increase between 1970 and the present in the cost of a six minute local call at the standard rate.

Mr. MacKenzie answered: 'For calls from coin boxes 20 per cent. For other calls, 23 per cent from exchanges without STD and 246 per cent from exchanges with STD. In the last case the charge for a six minute call was reduced in 1970 and the increase quoted is measured from the reduced rate. The Post Office inform me that less than 11 per cent of local calls from STD exchanges last as long as six minutes, and the increase in charges for shorter calls from STD exchanges is considerably less than the figure quoted.'

Mr. King also asked for the latest figures for the reduction in first class and second class postal traffic as a result of the latest price increases, and what percentage of the postal traffic is now first class and what percentage second class.

Mr. MacKenzie answered: 'From past experience it is premature to make assumptions about the long term, but the Post Office tells me that over the four week period from 23 March to 19 April (the latest available date), 40.8 per cent of letter traffic was sent by first-class post and 59.2 per cent by second class. I am also informed that over the same period the first-class letter traffic has fallen by about 25 per cent and the second-class has risen by about 8.5 per cent. These figures do not include meter traffic.'

Mr. King then asked for the latest assumptions of loss on postal services and overall loss on the Post Office in 1974-75 and 1975-76.

'The total deficit of the Post Office in 1974/75 is likely to be in line with the forecast of some £300 million which I gave in the debate last December on the Compensation for Limitation of Prices (Post Office) Order 1974,' said Mr. MacKenzie. 'The element of this accounted for by the postal services is still estimated to be close to the £124 million I gave in my reply to the Hon. Member on 19 February. As for 1975/76 I would refer the Hon. Member to my reply of 1 May to the Hon. Member for Henley (*Trade and Industry*, 9 May, page 358).

Industrial development

Mrs. Winifred Ewing (Moray and Nairn) asked for a list showing the practical ways in which present industrial developments are given priority in areas of high unemployment.

Mr. MacKenzie answered: 'The full range of Government regional financial incentives – principally Regional Development Grants, regional selective assistance, Regional Employment Premium and the Government factory programme – is available to stimulate industrial development in the Development and Special Development Areas. My Department's booklet *Incentives for Industry in the Areas for Expansion* sets out the various forms of assistance in some detail. The Industrial Development Certificate control is operated with the aim of steering as much new industrial investment as possible to the Assisted Areas. The Government's policy in the operation of the control is set out in *A Guide for Industry* published in *Trade and Industry* for 13 February 1975.'

Mr. Leslie Spriggs (St. Helens) inquired about assistance for firms wishing to extend their business premises/workshops, etc, in Special Development Areas.

'The full range of regional incentives is available in Special Development Areas.' Mr. MacKenzie answered. 'These include Regional Development Grants at 22 per cent towards capital expenditure providing, on premises used wholly or mainly on qualifying activities, (a) new buildings or works and adapting existing buildings, and (b) new plant and machinery; selective assistance under Section 7 of the Industry Act; Government factories and, in some cases, rent-free periods; and the Regional Employment Premium. In addition, in his Budget Speech on 15 April, my Rt. Hon. Friend the Chancellor announced that the Government are introducing special schemes to encourage firms to bring forward some categories of investment and to help certain industries with modernisation plans.'

Mrs. Ewing asked what particular Government incentives have been made available to firms wishing to locate or expand industries in Morayshire and Nairnshire.

Mr. MacKenzie answered that firms in the manufacturing, mining or construction industries could qualify for assistance under Parts I and II of the Industry Act 1972 towards the cost of new or expanding projects in Morayshire and Nairnshire. In addition, firms in the service industries could qualify for selective financial assistance under Part II in respect of new projects or projects which transfer from outside the Assisted Areas, subject to certain conditions.

'My Department also provides factories for rent or sale and there is a factory of 5,000 sq. ft. now available at Forres,' said Mr. MacKenzie. 'Other incentives are the Regional Employment Premium, loans on favourable terms from the European Investment Bank and preference schemes for Government purchase contracts.'

Mr. Jack Ashley (Stoke-on-Trent South) asked if steps would be taken to reduce the number of people unemployed in North Staffordshire.

'The Government are very concerned to do what they can, in the present difficult circumstances, to provide more jobs,' said Mr. MacKenzie. 'My Rt. Hon. Friend the Chancellor of the Exchequer announced in his Budget Statement the provisional allocation of a further £100 million for the country as a whole, to encourage industrial development and modernisation. The level of unemployment in North Staffordshire remains well below the national average.'

Mr. Robert Kilroy-Silk (Ormskirk) asked if steps would be taken to improve employment prospects in Kirkby and on Merseyside; and to increase the number of skillcentre places.

Mr. MacKenzie replied: 'Government measures to stimulate development and employment on Merseyside and other areas of high unemployment were set out in the reply to my Hon. Friend's question on 18 February. Of the 12 advance factories for Merseyside referred to in that reply, six are to be on the Knowlsey Industrial Estate near Kirkby, which should benefit increasingly as the advance factory programme progresses.

'I am advised by my Rt. Hon. Friend the Secretary of State for Employment that the Manpower Services Commission has no plans at present to increase the number of skillcentre places in the Merseyside area.'

Unsolicited Goods (Amendment) Act

Mr. Peter Rost (South East Derbyshire) asked the Secretary of State for Prices and Consumer Protection, what action she has taken to use the powers provided under the Unsolicited Goods (Amendment) Act, against the continuing activities of bogus trade directory businesses.

'Regulations made under the Act, requiring disclaimers of specified form and size to appear on invoices for unordered directory entries, will be laid before the House this week,' said Mr. Williams.

Food subsidies

Mr. John Grendon (Gravesend) asked for a list of foods in respect of which subsidies are to be reduced in 1975 and the resultant increase in prices.

Mr. Maclennan answered: 'It is the intention to continue the food subsidies programme at broadly its present level throughout 1975, although some minor adjustments may be made later in the year to smooth the transition to lower rates of payment in the financial year 1976/77. Detailed decisions will be taken nearer the time in the light of developing economic conditions and the expected price movements for the various subsidised foods.'

Official visits to Sweden

Mr. Jim Spicer (West Dorset) asked if the Secretary of State for Trade will pay an official visit to Sweden.

'I made an official visit to Sweden on 14 and 15 January last,' said Mr. Shore. 'I have no present plans for a further visit.'

Trade with Commonwealth countries

Mr. Robert Woof (Blaydon) asked for information on UK imports from and exports to the Commonwealth countries in 1970 to 1974.

Mr. Deakins gave the following information:

£ million

	1970	1971	1972	1973	1974
Imports cif	2,056	2,065	2,115	2,701	3,291
Exports fob	1,589	1,891	1,801	2,064	2,710

Note: The country composition of the Commonwealth is on a 1974 basis throughout. The years 1970 to 1972 exclude Bangladesh as no figures are available.

BETRO Trust Report

Mr. Geoffrey Pattie (Chertsey and Walton) asked the Secretary of State for Trade, what action he proposes following the publication of the BETRO Trust Committee report.

Mr. Deakins said: 'The BETRO Trust report has already received wide publicity in the national press. I hope that firms will study this interesting and stimulating report and consider how far its analysis may be applied to their particular circumstances. The British Overseas Trade Board will consider what further steps can usefully be taken.'

Exporting consumer goods

Mr. Roger Sims (Bromley, Chislehurst) asked the Secretary of State for Trade to take steps to encourage the sales of British-made consumer goods in export markets.

Mr. Deakins answered: 'The British Overseas Trade Board, of which my Rt. Hon. Friend is the President, offers a wide range of services to encourage and assist British exporters of consumer goods. These services are well-known to industry and are widely and successfully used.'

Trade missions to Middle East

Mr. Frank Hooley (Sheffield, Heeley) asked how many trade missions visited the Middle East in 1974; and how many are planned for 1975.

Mr. Shore replied: 'As my Hon. Friend the Parliamentary Under-Secretary of State informed my Hon. Friend on 23 January (*Hansard* Vol. 884 Col. 483) the British Overseas Trade Board supported 16 Outward Missions to the Middle East in 1974 in which 221 British firms took part. In 1975 325 firms are expected to participate in 28 missions to the Middle East.'

Parliament continued

Imports of oil

Mr. Edwin Wainwright (Dearne Valley) asked how many tons of oil were imported into the United Kingdom during each of the past five years; and what was the cost in each case.

Mr. Deakins provided a table showing the figures requested. The figures show that the balance of payments cost of our oil imports in 1974 was nearly five times what it was in 1971:

	Imports of petroleum and petroleum products	
	Quantities million tons	Values fob £ million
1970	122	655
1971	127	862
1972	125	877
1973	133	1,281
1974	127	4,142

Anglo-Soviet trade

Mrs. Renee Short (Wolverhampton North East) asked the Secretary of State for Trade what priorities in Anglo-Soviet trade he would be discussing during his forthcoming visit to Moscow.

Mr. Shore said: 'The main priorities will be to identify specific export opportunities on which British companies can concentrate their attention, and to agree a programme of trade promotional activities for the next 12 months.'

Mr. David Lane (Cambridge) asked the Secretary of State for Trade, what recent contacts he has had with COMECON countries for trade purposes; and with what results.

'I and my Department have regular and continuing contacts on trade matters with all the COMECON countries,' said Mr. Deakins. 'Eastern Europe including the USSR provides a growing market. Our exports there last year increased by 33 per cent compared with 1973.'

Trade with Iran

Mr. Iain Sproat (Aberdeen, South) asked for a statement on the latest balance of trade with Iran.

Mr. Deakins said: 'The crude deficit on trade with Iran was £234 million in 1974 compared with £68 million in 1973. Between the years the value of imports rose by 116 per cent, reflecting the rise in oil prices, and the value of exports by 65 per cent. In the first quarter of this year exports have continued to rise while imports were 7 per cent lower than in the first quarter of last year.'

Mr. Michael Shersby (Hillingdon, Uxbridge) asked if the Secretary of State for Trade would attend or be represented at the Building Materials Export Group Exhibition to be held in Teheran in June.

'No,' said Mr. Deakins. 'I understand, however, that my Hon. Friend the Parliamentary Under-Secretary of State for Housing and Construction is to visit the British exhibition at the Teheran Construction 75 Trade Fair.'

Arab trade boycott

A statement on policy towards the Arab trade boycott was requested by Mr. Les Huckfield (Nuneaton).

Mr. Deakins said: 'As Her Majesty's Governments of both parties have stated from time to time, they are opposed to and deplore all trade boycotts other than those internationally supported and sanctioned by the United Nations. The Arab boycott of Isreal is one element in the conflict between Israel and the Arab States. Her Majesty's Government support all positive measures aimed at the peaceful resolution of that conflict. In the meantime British exporters may raise with my officials any boycott problems they face, when they will be given the benefit of their knowledge and experience. How exporters act in particular cases must however remain a matter for their commercial judgment.'

EEC agreement with India

Mr. Cyril D. Townsend (Bexley, Bexleyheath) and Mr. Nigel Spearing (Newham South) asked for information on the progress of an EEC trade agreement with India.

Mr. Deakins answered: 'The Commercial Co-operation Agreement between India and the European Economic Community came into force on 1 April 1974. The Joint Commission set up under this Agreement to examine ways of developing trade between the parties met twice in 1974 and is expected to meet again later this year.'

EEC and the textile industry

Mr. Nicholas Winterton (Macclesfield) asked for an estimate of the effect of EEC Draft Instrument SI/508/75 of 26 March on the British textile industry.

'There should be no effect on the British textile industry,' said Mr. Deakins. 'Woven jute fabrics is the only one of the textile items subject to the indicative ceiling regime, and imports into the Community during 1973 and 1974 did not reach levels where duties could be reimposed. Imports into the UK declined substantially. The other textile items concerned are subject only to simple statistical surveillance and the question of reimposing duties does not arise. Imports of these items from the countries specified in the draft instrument are not significant and no change in the pattern is expected.'

Low cost woollen imports

Mr. John Cronin (Loughborough) asked for a statement on quota levels for low cost woollen imports from Hong Kong, Taiwan and South Korea; and how they are expected to affect the knitwear industry in Leicestershire.

Mr. Deakins replied: 'There are no quotas at present but restraints will be imposed when negotiations between the EEC and Hong Kong and South Korea under the Multifibre Arrangement are concluded. Similar arrangements will be negotiated with Taiwan. The effect of the restraints together with the Community's burden-sharing formula will be to ensure that knitwear imports can increase only very gradually.'

Compensation to Court Line victims

Mr. Clement Freud (Isle of Ely) asked when compensatory payments would be made to Court Line crash victims.

Mr. Deakins said: 'Once the Air Travel Reserve Fund Bill has received Royal Assent and trust bond monies, held for the benefit of certain Court Line customers, have been disbursed, payments will be made as rapidly as the outstanding claims can be collected and identified. Work is well advanced on this task, so that there will be no avoidable delay.'

Tourism

Sir George Young (Ealing, Acton) asked the Secretary of State for Trade to make a statement on representations received from tourist authorities in response to his new guidelines.

Mr. Deakins said: 'Constructive discussions are taking place between my Department and the statutory tourist authorities. In due course, when these discussions are concluded, a further statement will be made.

Capital debts of civil aerodromes

Mr. Dafydd Wigley (Caernarvon) asked what amounts of capital debt incurred by civil aerodromes in the United Kingdom have been written off by central Government over the past 20 years.

Mr. Clinton Davis answered: 'As far as can be ascertained, there have been no cases of capital debt incurred by aerodromes being written off in the last 20 years. However, two aerodromes in Great Britain, Edinburgh and Glamorgan, were transferred from Government ownership free of charge, when their fixed assets were valued respectively at £691,430 and £400,017.'

Aircraft noise

Mr. Toby Jessel (Twickenham) asked what further action is intended to reduce nuisance from aircraft noise.

'My intention is to seek, by all practicable means, a progressive reduction in disturbance from aircraft noise, and I therefore keep noise abatement measures under continuing review,' said Mr. Clinton Davis.

Film industry

Mr. Michael Shersby (Hillingdon, Uxbridge) requested information on the extent of Government support for the British film industry; the prospects for production during 1975 and the estimated earnings from overseas distribution.

Mr. Deakins replied: 'Statutory support is given to the British film industry by a screen quota for British films; there is also a statutory levy on cinema seats for later distribution to the makers of British films which amounted to approximately £4.225 million between 1 October 1973 and 30 September 1974. Loans made through a Consortium in which both private interests and the National Film Finance Corporation participate included £291,143 from public funds in 1974-75. I cannot forecast the number of films likely to be produced in 1975. The most recent figures of earnings from overseas distribution are for 1973 when the sum was £22.8 million.'

Mr. Neil Marten (Banbury) asked how many companies incorporated in another member state of the EEC have qualified for aid from the British Film Fund by virtue of the fact that their central management and control is in the United Kingdom; who decides whether a company incorporated in another member state is centrally managed and

controlled in the UK; and what are the criteria used in such cases.

'None,' said Mr. Deakins. 'The British Film Fund Agency, who are responsible, make payments by reference to the criteria laid down in the Cinematograph Films (Distribution of Levy) Regulations, 1970.'

Coal gasification techniques

A statement was asked for by Mr. Neil Kinnock (Bedwellty) about the development of coal gasification techniques in Great Britain and other member countries of the EEC.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, said: 'The development of coal gasification techniques in the EEC is confined to the United Kingdom and the Federal Republic of Germany. In the UK the British Gas Corporation at its Westfield Development Centre is developing a high capacity coal gasifier in which the ash will be removed as liquid slag. At BCURA Ltd., Leatherhead the novel COGAS gasification process is being developed to the pilot scale. Both projects are the result of contracts from American consortia.

'In West Germany where the natural gas reserves are limited the development of coal gasification processes is regarded with some urgency. Developments include an enlarged version of the conventional Lurgi gasifier and, for the longer term, the application of nuclear heat to coal gasification.'

Relative costs of producing energy

Mr. Kinnock asked for a calculation of the relative cost of producing a given amount of energy from coal and oil, at the most recent convenient date.

Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, said: 'The relative cost of obtaining energy from coal and oil depends on the comparative prices of the fuels in different markets, the method in which conversion of the fuels to energy is undertaken (having regard to capital, maintenance, fuel handling and attendance costs) and the efficiency with which heat produced is utilised in the appliances of the final consumers. As these vary considerably between different consumers and processes, generalisations about energy costs may be misleading.

'Some comparative costs of fuels at present are:

Industrial coal	7-8½p therm
Domestic coal	8½p therm
Fuel oil	10p therm
Standard burning oil	14½p therm
Paraffin	20½p therm

Similarly wide ranges will exist in the efficiency of conversion of these fuels and of their utilisation.'

Tuesday, 6 May

Bristol Channel Ship Repairers Ltd.

Mr. Neville Trotter (Tynemouth) asked the Secretary of State for Industry: 'Why he has declined to meet representatives of the shop stewards and management of Bristol Channel Ship Repairers Ltd who have indicated subsequent to their meeting with the Minister of State for Industry that they wished to meet the Secretary of State in person to discuss their concern over his proposals to nationalise their company?'

Mr. Meacher answered: 'The policy behind the Government's nationalisation proposals was fully explained by my Rt. Hon. and noble Friend the Minister of State for Industry to representatives of shop stewards and management of Bristol Channel Ship Repairers Ltd. on 11 March and the proposals have now been published in the Aircraft and Shipbuilding Industries Bill. I do not consider that any useful purpose would be served by a further Ministerial meeting with the company at this stage.'

Home safety committees

Mr. Gwilyn Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection how many local authorities have notified her that they have home safety committees, and how many full or part-time safety officers; and if she will seek powers to make the provisions of home safety committees obligatory.

Mr. Williams said: 'Under the Home Safety Act 1961 the promotion of home safety is within the discretion of local authorities, who are not required to notify me of the setting up of home safety committees or of the number of staff employed in this field. However, my Department will shortly be arranging a meeting with local authority associations to discuss consumer and home safety matters generally with a view to establishing closer liaison.'

Metrication Board

Mr. John Farr (Harborough) asked: 'What was the cost of running the Metrication Board in each of the last three available years; and when will its activities be wound up?'

Mr. Williams said: 'Details of the cost of the Board are published each year in the Board's Annual Report. The total cost in each of the last three calendar years has been: 1974 – £655,000: 1973 – £678,000: 1972 – £645,000. The Board was set up to facilitate the transition to the metric system in the UK and its work will continue until the metrication programme has been substantially completed.'

Retail food index

Mr. John Spence (Thirsk and Malton) asked to what factors official estimates attribute the rise in the retail food index between January 1974 and March 1975 of 26 per cent; and for an estimate of the contribution of each factor to this total rise.

Mr. Maclennan said: 'The increase of 26 per cent in the Food Index between 15 January 1974 and 18 March 1975 was made up as follows:

'It is not possible to separate out all the causes of these increases and apportion the contribution of each of them,' said Mr. Maclennan. 'But I would agree with the Price Commission's latest report that labour costs are now the primary factor causing prices to rise.'

Queen's Awards to Industry

Mr. Max Madden (Sowerby) inquired about the main criteria in making recommendations for the Queen's Awards to Industry to individual firms; and asked for details of how export performance is judged.

Mr. Deakins answered: 'The criteria are those set out in paragraph 35 of the Report of the 1970 Review Committee:

VII The Criteria for the Award

35. The 1965 Committee provided for a single Award to Industry, which would be given for outstanding achievement either in exports or in technology or in a combination of both. We agree with the concept of a single Award, and recommend that the basis for qualifications should be achievement in respect of the following criteria:

i A substantial and sustained increase in export earnings to a level which is outstanding for the products or services concerned and for the size of the applicant unit's operations. Account will be taken of any special market factors described in the application. Applicants for the Award will be expected to demonstrate the basis of the achievement (eg improved marketing organisation or new initiative to cater for export markets) and this will be taken into consideration. Export earnings considered will include receipts by the applicant unit in this country from its exports of goods produced in this country, and its provision of services to non-residents, after deduction therefrom of overseas expenses incurred other than marketing expenses. Income by profits (after overseas tax) remitted to this country from the applicant unit's direct investments in its overseas branches, subsidiaries or associates in the same general line of business will be taken into account, but not receipts by profits on other overseas investment or by interest on overseas loans or credit.

ii A significant advance, leading to increased efficiency, in the application of technology to a production or development process in British industry or the production for sale of goods which incorporate new and advanced technological qualities.

Weight		Percentage change 15 January 1974 to March 1975	Contribution to percentage change
19	Seasonal foods	+14.9	3
81	Non-seasonal foods of which:	+28.7	23
	19.3 Mainly home produced for direct consumption	+ 8.9	2
	23.4 Mainly imported for direct consumption	+16.9	4
	38.3 Mainly manufactured in the UK of which:	+45.3	17
	15.7 Mainly manufactured in the UK from home produced raw materials	+33.1	5
	22.6 Mainly manufactured in the UK from imported raw materials	+53.7	12
100	Total food index	+26.0	26

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
221A	Section 7 relief: changes in procedure.
221B	Section 7 relief transitional period arrangements: Supplementary procedural changes.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
241	European Economic Community: (March 1975) Compensatory, Levy.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750	Community transit – general.
750A	Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
750B	Extension of the Community Transit procedures to Austria and Switzerland.
751	Notes on completing Community transit forms T1, T2 and T3.
751A	Notes on completing Community Transit Movement Certificate.
752	Free circulation of goods in the European Communities.
753	Community transit – the simplified procedure for goods carried by rail
754	Documentation for fish caught by British fishing vessels.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.
757	Community transit – Pre-authenticated movement certificate form T3L.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and the EFTA countries.
810A	EEC Preferences – EFTA Countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
812, 812A	EEC Preferences – Turkey.
817 (June 1973)	EEC Preferences – Tunisia
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

'Export performance is judged, by the Advisory Committee to the Prime Minister, in accordance with the criteria and the guidance given elsewhere in the Report. In particular, credit is given for the current sustained level of the applicant unit's exports and recent substantial increase is looked for; the applicant's export achievement is assessed over a three year period, credit being given for the increase between Year 1 and Year 2 to the extent that the new level is maintained in Year 3; additional credit is given for further growth between Year 2 and Year 3 but at a lower rate.'

United Nations Convention on Liner Conferences

Mr. Nigel Spearing (Newham South) asked if the Secretary of State for Trade has received any request or instruction from the Commissioners of the EEC concerning British accession to the proposed United Nations Convention on Liner Conferences.

Mr. Shore answered: 'The commission has made known its views on the incompatibility of the Convention with the Treaty of Rome and upon the need for common action with regard to the former. We are currently engaged in discussions, within the Community, about these matters.'

Textiles from Taiwan

Mr. Ted Fletcher (Darlington) asked the Secretary of State for Trade, what representations he has made to the EEC Commissioners on the subject of the introduction of quantitative restrictions on the import of textiles, including acrylic yarns from Taiwan; and whether, in view of the recession in the textile industry, he would seek to resolve this matter with the EEC as a matter of urgency; and whether, and if so under what treaty provisions, his department is bound to accept directives on the import of textiles from Taiwan from the EEC Commissioners, in view of the fact that that country is not recognised by the EEC.

Mr. Deakins replied: 'The authorities in Taiwan are not recognised by the Government or by other EEC member governments, and are not party to the GATT Arrangement Regarding International Trade in Textiles. The Community therefore decided that restraints should be imposed unilaterally on textile imports from Taiwan. These restraints will be imposed by Council Regulations, and will form part of the Common Commercial Policy as required by Article 113 of the EEC Treaty.

'The EEC Commission has consulted member governments on the content of the draft Regulations, which cover a wide range of cotton and man-made fibre textiles including acrylic yarns, and will shortly submit them to the Council for approval by member governments.

'The Government are continuing to press for speedy action by the Community. In the meanwhile existing UK restraints on imports of cotton textiles from Taiwan have been maintained.'

Steel redundancies

Mr. Michael Heseltine (Henley) asked for a statement about the Chairman of the British Steel Corporation's latest forecast of the consequences of the Corporation's current trading position.

Mr. Benn answered: 'At a meeting yesterday between the Corporation and the TUC Steel Committee, the Corporation put forward proposals, which were then published, that would, I understand involve a loss of between 16,500 and 20,000 jobs this year. Following a meeting between the TUC Steel Committee and myself which also took place yesterday I have today written to the Chairman asking him to explore the Corporation's proposals fully with the Unions, taking full account of their views and any alternatives they propose, and making it clear that the Government must know the outcome of these discussions in good time before any final decisions are reached.

'To meet the effect of the present recession on the Corporation's cash flow and to enable them to maintain the momentum of their capital investment programme, the Government is seeking by legislation now before the House, published on 1 May, to increase the Corporation's borrowing limit by £750 million.'

British Leyland factories in Wales

Mr. Caerwyn Roderick (Brecon and Radnor) asked for a list of factories in Wales owned by British Leyland.

Mr. Meacher told him that British Leyland manufacture at Llanelli, Pengam and Bargoed.

Industrial development in Kent

Sir John Rodgers (Sevenoaks) referred to the concession made to the GLC with regard to IDCs, and asked if the Secretary of State for Industry would re-examine the situation in the South East and particularly certain areas of Kent in need of further employment possibilities.

'I recognise that parts of the South East, including some places in Kent, have not shared consistently in the relative prosperity of the South East generally,' replied Mr. MacKenzie. 'As the Department said in *A Guide to the IDC Control* published in *Trade and Industry* on 13 February 1975, projects in keeping with the needs of localities which have special employment problems are viewed sympathetically, but subject always to consideration of the extent to which the projects are mobile.'

Boatbuilding industry

Mr. Robert Adley (Christchurch and Lymington) asked for information on the total turnover, for each of the last 10 years, respectively, of the shipbuilding industry, and the small-craft boat industry, building craft of a gross tonnage of less than 15 tons; the percentage exported annually by each category; and how much taxpayers' money was made available, each year, in both categories, by way of grant or loan.

Mr. Meacher replied: 'The tables below give the information available to my Department. I regret that it is not exactly in the form requested because consistent records of turnover are not available for the whole period and the records which are available use limits other than 15 gross tons; moreover the turnover figures relate to establishments employing 25 people or more and thus exclude many small firms in the boatbuilding industry. However, the export figures are comprehensive.'

TABLE I TURNOVER AND EXPORTS OF SHIPS VESSELS OF 100 GROSS TONS AND OVER, INCLUDING NAVAL VESSELS

	Vessels completed £m	Exports £m	Percentage exported %
1971	255	56	22
1972	268	104	39
1973	306	110	36
1974	295*	94	32

TABLE II TURNOVER AND EXPORTS OF SMALL CRAFT

	†Deliveries of craft less than 100 gross tons £m	Exports of craft less than 80 gross tons £m
1971	21	9
1972	31	10
1973	36	14
1974	39*	26

* Estimated figure.
† By establishments employing 25 people or more.

TABLE III

Special assistance given to the shipbuilding industry by way of grant or loan during the last 10 years. The figures do not include shipbuilders' relief or any assistance given under general measures of support for industry. They do include assistance given under Part II of the Industry Act 1972.

A SHIPBUILDERS £ million

Year	Grants	Loans	Total
1965/66	—	1.000	1.000
1966/67	—	3.440	3.440
1967/68	0.122	3.500	3.622
1968/69	5.491	5.935	11.426
1969/70	6.532	10.620	17.152
1970/71	6.815	3.218	10.033
1971/72	11.929	8.664	20.593
1972/73	24.122	7.004	31.126
1973/74	21.996	15.646	37.642
1974/75	17.015	29.162	46.177

B SMALL CRAFT

Selective financial assistance to small-craft boatbuilders under Part II of the Industry Act 1972 up to 31 March 1975 amounted to about £1,200 in interest relief grants and £30,000 in loans.

Offshore oil and gas technology – research and development

Mr. Jim Craigen (Glasgow, Maryhill) asked the Secretary of State for Energy for a statement about the organisation of his department's research and development programmes in the field of offshore oil and gas technology.

Mr. Eric Varley said: 'I have reviewed the organisation of the Department's research and development activities related to offshore oil and gas. At present this R and D forms part of the programme controlled by the Ship and Marine Technology Requirements Board (SMTRB) which also has much broader responsibilities. The SMTRB has been in existence now for just over two years and in that time has made a substantial contribution to improving the effectiveness of the Government's R and D expenditure within its field of responsibility. However the creation of the Department of Energy since the Board was established and the increasing importance of offshore oil and gas to the whole economy have led me to conclude that some changes

in the organisation are necessary. Account has been taken of the proposals contained in the report of the Select Committee for Science and Technology on Offshore Engineering.

'The Government has decided to transfer from the SMTRB the responsibility for R and D in the field of offshore oil and gas technology with effect from 6 May 1975. The SMTRB's role in this area will be taken over by a new Advisory Board, the Offshore Energy Technology Board (OETB), to be established by my Department. The OETB will advise me on R and D directed both towards ensuring the safety and efficiency of offshore operations and towards improving the competitive position of British industry in the offshore field. The Board will be chaired by Dr. Marshall, the Department's Chief Scientist, who will be personally responsible for ensuring, in the light of the advice of the OETB, that the right R and D work is carried out to support the Department's total efforts in the offshore field.

'Close co-ordination with the continuing activities of the SMTRB will be necessary and this will be achieved by cross membership of both Boards. In particular, I am glad to say that Mr. Nigel Broackes, the Chairman of the SMTRB, has accepted my invitation to become Deputy Chairman of the new Board.

'These new arrangements will enable us to call upon the best possible industrial advice in reaching decisions in this important field. To supplement the Department's resources it has been decided to draw upon the expertise already available at Harwell and elsewhere in the Atomic Energy Authority. In particular the remit of the Marine Technology Support Unit will be broadened to enable it to play an active role in supporting the OETB.'

The Board's membership is as follows:

Chairman:

Dr. W. Marshall, Chief Scientist, Department of Energy.

Deputy Chairman:

Mr. N. Broackes, Chairman, Trafalgar House Investments Ltd.

Members:

Mr. M. M. Pennell, CBE, British Petroleum.
Mr. P. B. Baxendell, CBE, Shell.
Mr. D. E. Rooke, CBE, British Gas.
Mr. R. J. F. Taylor, Ocean Transport and Trading Ltd.
Professor T. D. Patten, Heriot-Watt University.
Mr. G. Williams, OBE, United Kingdom Offshore Operators Association.
Mr. R. S. Taylor, Taylor Woodrow Construction Ltd.
Dr. L. E. J. Roberts, Harwell.
Mr. J. P. Gibson, Department of Energy.
Mr. G. K. Kear, Department of Energy.
Mr. B. W. Oakley, Department of Industry.
Mr. B. W. Lythall, CB, Ministry of Defence
Mr. D. MacIver Robinson, OBE, Department of Trade.

Reject heat

Mr. Peter Rost (South East Derbyshire) asked the Secretary of State for Energy, why it is not practicable to make consent for the commissioning of a new power station conditional upon the harnessing of reject heat.

Mr. Eadie replied: 'As the Hon. Member knows, the Government and the Electricity Industry are studying the economics of combined heat and power and the possibilities for the greater use of reject heat. Complex problems are involved. It would not be realistic to make consent for power stations conditional upon the harnessing of reject heat because each proposal has to be considered on its merits in the light of the economics involved and the potential demand from other bodies for the reject heat.'

Wednesday, 7 May

Development of Tourism Act

Mr. James Johnson (Kingston upon Hull West) asked if the Secretary of State for Trade is satisfied with the operation of the Development of Tourism Act 1969.

Mr. Deakins replied: 'The Act is an instrument by which Government assists the development of tourism to, and within, Great Britain; and as such I am for the present satisfied with the way it is working.'

VAT on small boats

Mr. Evelyn King (South Dorset) asked for an estimate of the effect upon the export trade of a diminution in production of small boats in Great Britain, following the new rate of VAT.

'The increase in VAT does not apply to exports,' said Mr. Deakins. 'No estimate is available of the indirect effects of the increase in the tax rate on the exports of small boats but any estimate would need to take into account a number of factors including the state of overseas demand and the relative price competitiveness of our small boats, as well as the state of domestic production.'

Carriage of dangerous cargoes at sea

Mr. Donald Stewart (Western Isles) and Mr. Kevin McNamara (Kingston upon Hull Central) asked about inquiries into the leakage of toxic gas on the Asia Freighter.

Mr. Clinton Davis replied: 'My Inspector's report shows that although the two cylinders of arsine gas bore poison labels and were properly notified as dangerous cargo to the forwarding company in the USA, that company and its agents allowed the cylinders to be loaded into an unmarked container and gave no notice to the Master of the *Asia Freighter* of the presence of this dangerous cargo, which was then stowed in an inaccessible position below deck. Investigations undertaken by the United States Authorities confirm these findings.

'When the container was opened in the presence of my Inspector, the two cylinders were found to be lying loose and the walls of the container were seen to have suffered damage consistent with buffeting by the cylinders. The evidence suggests that the cylinders were originally laid on a wooden pallet, between baulks of wood, without being secured in any other way. One cylinder was full, the other empty. The valves on both were open, but in one case the gas had been contained by the valve screwed dust cap. The National Engineering Laboratory's tests on the cylinders showed that, whilst the valves themselves were undamaged, they would open spontaneously under repeated shocks. I am satisfied that this is what occurred on the *Asia Freighter*. The results of these tests are being made widely known.

'Generally speaking, the record of the container shipment method is good and I believe that in this country it is generally well-controlled, as indeed it is in the United States. Nevertheless, I am examining the procedures in this country in the light of this report to see whether new legislation is justified. The regulation of container traffic is ultimately an international matter, however, and my Department is therefore pursuing urgently the lessons learned in this case through the Inter-Governmental Maritime Consultative Organisation.

'Largely on the initiative of the UK the International Maritime Dangerous Goods Code has been reinforced by the inclusion of a new section dealing with the carriage of dangerous goods in freight containers. The UK will implement the recommendations forthwith and an amendment to the Department's Blue Book will be produced as a matter of urgency.

'I am sure the House would wish me to reiterate on its behalf the sympathy it expressed with those members of the crew who were affected by this gas; the House will be glad to know that three of them are now understood to be at work again, and that the fourth who is still under medical care is reported to be making good progress. It is greatly to be hoped that they suffer no lasting ill-effects.'

Food prices

Mr. Nicholas Ridley (Cirencester and Tewkesbury) asked: 'For every £1.00 spent in the shops on food, how much goes to British farmers, to imported foodstuffs, and to wholesaling, processing, transport and retailing, respectively?'

Mr. Maclennan replied: 'The average £1.00 spent by the consumer on food can be approximately apportioned as follows:

Home production (farmgate), 25p
Imported foodstuffs (shipside), 21p
Processing and distribution (including transport and taxes), 54p

'It is not possible to divide the amount for processing and distribution further.'

Loans on second mortgage

Mr. Michael Ward (Peterborough) asked if the Secretary of State for Prices and Consumer Protection is satisfied that the public are adequately protected against misleading claims made by finance houses offering loans on second mortgage, and with the extent to which those offering such loans are required to inform their borrowers of unreasonable rises in their interest liabilities.

Mr. Williams replied: 'The Consumer Credit Act, when fully effective, should provide all necessary protection in such matters. In drawing up regulations to implement the Act, I am ready to consider any particular point that my Hon. Friend cares to bring to my attention.'

NTI No. 1484: Textiles, import surveillance

Mr. Nicholas Ridley asked the Secretary of State for Trade by what statutory authority he has required import licensing as set out in Circular No. 1484, Textiles: import surveillance.

'By amendment of the Open General Import Licence granted under the Import of Goods (Control) Order 1954,' said Mr. Deakins. 'The Order itself was made under the Import, Export and Customs Powers (Defence) Act 1939.'

Trade with Latin America

Mr. Ben Ford (Bradford North) inquired about steps being taken to enable the locomotive and wagon construction industry to exploit opportunities arising in export markets, especially Latin America.

Mr. Shore said: 'I am taking a close interest in the opportunities that exist in Latin America for the British railway equipment industry and am at present pursuing with my colleagues the ways in which its performance in all export markets can be fostered.'

Hong Kong and China

Mr. Mike Thomas (Newcastle upon Tyne, East) asked for the trade figures between Hong Kong and the People's Republic of China in each of the last 10 available years.

Mr. Deakins gave details of Hong Kong imports from and exports to the People's Republic of China.

	Imports (US $ cif)	Exports (US $ fob)
1965	406	13
1966	485	12
1967	397	8
1968	401	7
1969	446	6
1970	467	11
1971	550	10
1972	690	18
1973	1,094	53
1974	1,178	58

Source: IMF Direction of Trade.

Motor trade

Mr. Brian Sedgemore (Luton West) asked for information on the surplus/deficit on trade for the years 1970-74, inclusive, between the United Kingdom and the eight other EEC countries for (1) the motor industry and (2) the economy as a whole; and for the comparable figures for the surplus/deficit between Great Britain and West Germany.

Mr. Deakins gave figures as follows:

CRUDE TRADE BALANCES* £ million, OTS basis

	With EEC (8)		With Germany	
	Total trade	Trade in products of the motor industry†	Total trade	Trade in products of the motor industry†
1970	−85	+84	−46	−21
1971	−256	+35	−113	−42
1972	−580	−88	−251	−96
1973	−1,167	−105	−566	−120
1974	−2,214	−55	−881	−129

* The crude balance is the difference between exports fob and imports cif. It is not a good measure of the balance of trade in goods because, inter alia, of differences in valuation.

† Defined as trade in goods which are principal products of the Motor Vehicle Manufacturing Industry and including most of SITC(R)732 (Road Motor Vehicles) other than 732.9 (Motorcycles); most of 733.3 (Trailers and other not mechanically propelled vehicles); 731.63 (Containers); and parts of 711.5 (Internal combustion piston engines).

Mr. Sedgemore also asked how many cars were exported to and imported from the eight EEC countries for the years 1970-74; with separate figures for West Germany.

Mr. Deakins gave the following information:

TRADE IN CARS(a) Thousand

	1970	1971	1972	1973	1974
EXPORTS TO EEC	208	217	208	232	159
of which West Germany	15	12	8	13	10
IMPORTS FROM EEC	136	236	332	346	248
of which West Germany	39	69	87	87	56

(a) Defined as SITC(R)732.1 – Passenger motor cars, other than buses or special vehicles, whether or not assembled.

Future of the car industry

Mr. Les Huckfield (Nuneaton) inquired about studies and research now being undertaken into the future of the car industry.

Mr. Meacher replied: 'In the United Kingdom, important studies are in hand by the Trade and Industry Sub-Committee of the Expenditure Committee, and by the Central Policy Review Staff. Sir Don Ryder has recently submitted his report on British Leyland. An econometric model for short-term forecasting has been developed under the auspices of the National Economic Development Office.'

Steel industry in Scotland

Mrs. Winifred Ewing (Moray and Nairn) asked if the Secretary of State for Industry had received representations from the STUC and other trade unions regarding the proposed manpower cuts in the steel industry in Scotland.

Mr. Meacher answered: 'In the course of the Government's review of the British Steel Corporation's proposed closures in Scotland my Rt. Hon. and Noble Friend the Minister of State has received a large number of representations in writing and also held a number of meetings in Scotland and London, the most recent being the tri-partite meetings on 17 and 18 April. He has met the STUC four times in the past year.

'My Rt. Hon. Friend, the Secretary of State, has also received a number of representations from trade unions including the TUC Steel Committee and individuals concerning the recent statements by the Chairman of the British Steel Corporation about the possible redundancies in the steel industry and he met the TUC Steel Committee on 5 May to hear their views.'

Monopolies Commission

Mr. John Lee (Birmingham, Handsworth) asked how many take-over bids have been referred to the Monopolies Commission since 1964: and in how many instances such bids have been prevented following such references.

Mr. Williams answered: 'Since 1965, when the legislation to control mergers came into effect, 40 references have been made. Nine bids were withdrawn following the Government's acceptance of adverse reports by the Commission and 10 more before the Commission had completed their inquiries.'

Accidents in the home

Mr. Gwilyn Roberts (Cannock) asked for the latest figures available for the number of accidents in the home.

Mr. Williams replied that in 1972, 5,359 persons died as a result of accidents in the home in England and Wales and 1,080 in residential establishments.

Energy Technology Support Unit

Mr. Robert Adley (Christchurch and Lymington) asked how much is currently allocated for research at the Energy Technology Support Unit, Harwell; and if the Secretary of State for Energy would examine whether this was sufficient, in view of the potential savings in import costs, and wasteful use of fossil fuels dependent on adequate research in this field.

Mr. Eadie answered: 'The provision for the Energy Technology Support Unit in 1974-75 was £200,000. This is to be increased to £690,000 for 1975/76 to meet the additional needs that have now been recognised. I am satisfied with this rate of build-up.'

Friday, 9 May

Motor vehicles for Japan

Mr. John Cartwright (Greenwich, Woolwich East) asked if further steps would be taken to negotiate access to the Japanese market for United Kingdom exports of motor vehicles.

'We are currently consulting the Japanese Government about ways of improving the present arrangements for the testing of British motor vehicles exported to Japan,' said Mr. Deakins. 'There are no quota or significant tariff barriers to such exports.'

Imports of steel

Mrs. Winifred Ewing (Moray and Nairn) asked how much steel was imported into the UK in each of the last four years; and what is the present level of steel imports in each month of 1975 to date.

Mr. Deakins gave the following information for ingots, semi-finished and finished steel:

	Thousand tonnes
1971	2,033
1972	2,661
1973	2,781
1974	3,807
1975 January	394
February	398
March	352

Hovercraft exhibition

Mr. Stephen Ross (Isle of Wight) asked if the Secretary of State for Industry would arrange for an exhibition relating to the production of the British Hovercraft Corporation to be displayed in the Upper Waiting Hall.

'Yes,' said Mr. Benn.

Exhibitions and Fairs

British firms generate interest at turbine show

From G. S. W. Gush, Vice-Consul (Commercial), Houston: In a joint venture with the British Overseas Trade Board and the British Electrical and Allied Manufacturers Association Ltd. (which had an information stand), eight British companies took part in the 20th Annual International Gas Turbine Conference and Products Show, Houston, 3-6 March.

The American Society of Mechanical Engineers again sponsored the show under its gas turbine division. The east wing, of 30,000 sq. ft., of the Albert Thomas Convention Center was fully occupied by the 119 exhibitors. The show was attended by 2,831 visitors, slightly fewer than those who attended last year when the show was held in Zurich.

Rolls-Royce (1971) Ltd., Industrial and Marine Division, displayed scale models of the RB211 Olympus power turbine (*picture*), SK packaged electrical generating set, graphic displays for power generation and a full-sized RB211 combustion chamber; Brush Electrical Machines Ltd., models of AC generators for turbine drive, range of control equipment for generating sets; Daniel Doncaster and Sons Ltd., precision forged turbine and compressor blades in titanium, super alloys and special steels, other forged components for gas turbines; High Duty Alloys Ltd., model of Rolls-Royce Pegasus engine using HDA blade forged compressor and turbine blades in aluminium, titanium, steel and nickel base alloys, impellors forged by close-to-form techniques, part of Boeing 747 windscreen frame forging; Firth Brown Ltd., open die forgings for gas turbine industry, closed die forgings for gas turbine industry; Lucas Aerospace Ltd., high energy ignition unit, hybrid circuits for electronic fuel system controls, high pressure fuel systems, commercial vehicle fuel systems; Noel Penny Turbines Ltd., gas turbine components; SSS Gears Ltd., working SSS clutch, static cutaway SSS clutch.

The British joint venture, which occupied 2,000 sq. ft. of space well situated towards the centre of the hall, constituted by far the largest foreign display. One other British company, Ultra Electronics Ltd., took part in the show but not as a member of the joint venture.

Seven companies, well known in the international gas turbine industry, from countries other than Britain, also participated: Energy International, Belgium; Fiat Turbomeccancia, Italy; Kongsberg Gas Turbines, Norway; Spar Aerospace Products Ltd., Canada; Turbine Industrie, France; Stal-Laval Turbin, Sweden and Sulzer Brothers Ltd., Switzerland. Some of the largest American companies were present, including Cooper Industries, Curtis-Wright, Exxon, General Electric, Hewlett-Packard, Mid Continent, Teledyne, etc.

On the opening day, the show was visited by Sir Frank Whittle. More than 127 technical papers were read at the conference: of these, 14 were presented by British experts, making one of the largest contributions from a single country other than the US. As a forum for presenting technical papers and for discussion of technical problems, the conference continues to be a most valuable annual event. The opportunity for making sales, though important, is secondary. The theme of the conference, appropriate to the energy crisis, dealt with the need to improve maintenance of gas turbines and their thousands of components so as to improve efficiency and conserve energy. The energy crisis projected much uncertainty into the calculations of the British exhibitors, as much as the American. Other complications related to the recession in the American economy.

Despite the difficulties, the British companies regarded their participation as having been well worthwhile. Rolls-Royce, Lucas, Brush, High Duty Alloy, Firth Brown were well pleased with the response to their products. With only one exception, the joint venture companies had re-established contacts with many valuable American customers which they doubted they could have done in any way other than by participation in the conference.

Capital and consumer goods at Johannesburg display

A group of 19 British firms exhibited at the Johannesburg Rand Show 21 April-3 May. They were sponsored by the British Overseas Trade Board in co-operation with the Birmingham Chamber of Commerce.

The British exhibits covered both capital and consumer goods, including bathroom and household fittings, knitwear and accessories, aluminium greenhouses, high pressure power washers, brickmaking machinery and plant, reproduction furniture, commercial and industrial weighing machines, drilling rigs, mobile lighting equipment, original etchings, lithographs, gold sculptures and Scotch whisky.

Stamp of approval on substantial trade at world philatelic event in Madrid

From A. H. Spire, Commercial Department, British Embassy, Madrid: World Stamp Exhibition: More than 300,000 visitors queued for hours to attend this impressive display, held in Madrid, 4-13 April. To mark the event, which was opened by the First and Second Vice-Presidents of the Spanish Government, the Post Office issued one million pairs of special miniature sheets consisting of eight stamps with a total face value of 125 million pesetas.

No fewer than 1,600 separate collections were on display from 57 countries, including 54 from the UK. It was the first occasion on which the famous British Guiana stamp (insured for $750,000) and the unique cover with two copies of the 1d Post Office Mauritius (insured for $500,000) were on display in the same exhibition. A selection from the Queen's collection drew special admiration.

Of the 66 commercial firms which took part in the exhibition, no fewer than 16 were from the United Kingdom, 14 of them in a joint venture organised by the Philatelic Traders Society Ltd. in collaboration with the British Overseas Trade Board.

All the British exhibitors reported substantial business, much beyond their expectations. Most of the famous names in the philatelic world were present and there were stands representing the British Post Office and post offices of the Isle of Man, Jersey and Guernsey, all presenting special issues which sold well. So encouraging were the trading results that the British Post Office is proposing to appoint a special sales agent in Spain and many dealers have made special arrangements for on-going business after the exhibition.

The private collections on display were judged by an international jury including distinguished British philatelists from the Royal Philatelic Society and prizes awarded included many for British collections – for instance four large Gold Medals in the Class of Honour won by F. Gennaro, Lt. Col. S. E. Hands, G. S. Ryan and John Griffiths, plus a large Gold Medal awarded to R. C. Agabeg, as well as five small Gold Medals and numerous other medals and trophies.

At a luncheon offered by the British Ambassador to mark the occasion, Mr. Marriott, Keeper of the Queen's Collection, and Lt. Col. Hands, President of the Royal Philatelic Society, confirmed the success of the British participation in the exhibition. The Philatelic Traders Society were joint hosts with the Commercial Counsellor at an international reception, held in the Embassy premises, for representatives of the Spanish Government, Post Office and distinguished international philatelists.

It is estimated that the annual total overseas sales of British philatelic traders amounts to at least £15 million, a noteworthy contribution to our invisible exports.

Fine leather shown at New York salon

From J. Easton, Vice-Consul (Commercial), British Trade Development Office, New York: Nine British firms visited the USA to exhibit an extensive range of fine leathers at the Leather and Allied Industries Exposition, New York Hilton Hotel, 15-16 April. Sponsored by the British Overseas Trade Board and the Leather Institute, the group included several British companies which had not previously exhibited at the show.

A decrease of 15 per cent this year in the number of leather exhibitors was a significant reflection of the effects of the US recession on the domestic shoe industry and related leather industries. But there was no evidence of any reduction in buyer traffic. Heavy sampling for 1976 was reported, together with substantial fill-in orders for the remainder of 1975, this being prompted by a recent upsurge in autumn retail shoe orders.

The New York show remains the only international marketplace in the US for footwear and accessory materials; but it also attracted large numbers of buyers and designers from the apparel, handbag, luggage, belt, upholstery and small leather goods industries.

Although some buyers at the show complained about the limited range of new promotional colours shown by US tanners, this complaint was not voiced at the British stand where Shepherd and Radford Ltd., a newcomer to the show, offered high quality kid and goat leathers for the shoe trade in a striking display of approximately 50 colour shades.

The British exhibit, reflecting the current trend towards softer and lighter leathers, was efficiently organised by Bill Cox of the Leather Institute and attracted a great deal of interest.

The tanners in the group had a successful show and were well pleased by the interest shown in their leathers, many of which are of a quality and finish not achieved by US tanners. The group comprised Bevington and Sons., Reginald Dickens Ltd., Garnar Boak Ltd., Harrold Leather Manufacturing Co. Ltd., National Chrome Tanning Co. Ltd., W. Pearce and Co. Ltd., W. E. and J. Peabody Ltd., Shepherd and Radford Ltd., and S. Patrick Ltd.

Part of the display at the HISWA Power Boat Exhibition in Amsterdam. Thirteen British companies participated in a BOTB-supported joint venture at the March event.

UK major foreign presence in Oslo

Nor-Shipping – the 5th International Shipping Exhibition took place in Oslo 5-10 May. With the support of the British Overseas Trade Board and in collaboration with the Shipbuilders and Repairers National Association and the British Marine Equipment Council, 28 British firms were exhibiting – the largest foreign contingent at the event.

The British group included companies of international repute in shipbuilding and marine equipment. Their exhibits included boilers, combustion equipment, marine navigation aids, paints and coatings, marine radar, engines, marine pumps and compressors, inert gas generators, hydraulic systems, and controllable pitch propellers. British trade and technical journals had stands at the exhibition.

Since Norway is one of the leading shipowner nations and one of the most important markets for British suppliers this event, which is held every two years, is of particular interest to the British marine equipment and shipbuilding industries.

Trade Information

German Democratic Republic: foreign compensation registration

The Foreign Compensation (German Democratic Republic) (Registration) Order 1975 (SI 1975 No. 410) has been made. It enables the Foreign Compensation Commission to receive from United Kingdom nationals (as defined in the Order) applications to register certain claims relating to property in the German Democratic Republic and Berlin (East) owned by UK nationals or relating to bank balances or other debts due from persons, institutions etc., resident in the Republic and Berlin (East) to UK nationals but excluding external bonds.

Persons who wish to apply for registration should write for application forms to the Secretary, Foreign Compensation Commission, Alexandra House, Kingsway, London WC2B 6TT. An application will not be entertained unless it reaches the Foreign Compensation Commission on or before 30 January 1976.

Ghana: new investment decrees

The *Ghana Gazette*, 25 April 1975, announced two decrees on investment policy for Ghanaians and aliens.

Decree 330 (Ghanaian Enterprises Development Decree, 1975) sets up a Ghanaian Enterprises Development Commission to deal with the development of fully Ghanaian owned enterprises.

Decree 329 (Investment Policy Decree 1975) lists what industries are to be exclusively reserved for Ghanaians (mainly service industries) and under what terms aliens can participate in other industries. This decree is to be implemented by 31 December. Industry is classified as follows:

FIRST SCHEDULE
FULL GHANAIAN OWNERSHIP
(Section 2)
A COMMERCIAL PROJECTS
1 Overseas business representation
2 Operation of taxi service
3 The sale under hire-purchase contract of motor vehicles including taxis or vehicles intended to be used in the operation of taxi service
4 Produce brokerage
5 Advertising agencies and public relations business
6 All aspects of pool betting business and lotteries
7 Retail trade (except by or within a departmental store)
8 Estate agency
9 Travel agency
10 Lighterage services
11 Commercial transportation by land

B INDUSTRIAL PROJECTS (INCLUDING SERVICE INDUSTRIES)
1 Bakery
2 Printing of books and stationery (including publishing)
3 Operation of beauty saloons
4 Manufacture of cement blocks for sale
5 Ordinary manufacture/tailoring of garments such as joromi, shirts, blouses, ladies dresses, children's wear
6 Textile screen hand printing (including tie and dye)
7 Tyre retreading
8 Manufacture of suitcases, briefcases, portfolios, handbags, shopping bags, purses, wallets

SECOND SCHEDULE
GHANAIANS AND FOREIGNERS
(Section 6)
A COMMERCIAL PROJECTS
1 Departmental stores and supermarkets being enterprises exempted administratively or by executive instrument from the provisions of section II of the Ghanaian Business (Promotion) Act, 1970 (Act 334) or exempted under this Decree from the minimum requirements of capital or turnover prescribed by section 1 or the minimum Ghanaian participation required by section 5 of this Decree
2 Distribution agencies for machines and technical equipment
3 Distribution and servicing of motor vehicles and tractors, and spare parts thereof or other similar objects
4 Wholesale distribution
5 Shipping
6 Distribution of petroleum products and lubricants
7 Casinos
8 Clearing and forwarding agencies

B INDUSTRIAL PROJECTS (INCLUDING SERVICE INDUSTRIES)
1 Laundry and dry cleaning
2 Charcoal manufacture (other than activated charcoal)
3 Manufacture of furniture (including knock-down furniture for export)
4 Terrazzo work
5 Manufacture of confectionery
6 Slaughtering of animals for human consumption and the storage, processing and distribution of meat
7 Operation of cinemas
8 Motor workshops
9 Beer brewing
10 Manufacture of pharmaceuticals, cosmetics and perfumery
11 Sawmilling
12 Manufacture of insecticides, pesticides and fungicides
13 Assembly of motor vehicles and cycles
14 Manufacture of cement
15 Manufacture of machets
16 Manufacture of plastic, metal and paper containers
17 Manufacture of paints, varnishes or other similar products
18 Manufacture of packaging materials
19 Manufacture of wire, nails, washers, bolts, nuts, rivets and other similar articles
20 Paper conversion
21 Assembly of household electrical equipment and appliances
22 Manufacture of jewellery and related articles
23 Textiles:
a Knitting (including manufacture of garments therefrom);
b Weaving, embroidery and knitting (with or without manufacture of garment therefrom);
c Textile complex (ie a combination of any two or more of spinning, bleaching, dyeing, weaving, printing)
24 Manufacture of candles
25 Fish processing
26 Manufacture of footwear
27 Blending and bottling of alcoholic drinks
28 Manufacture of plastic products
29 Estate development (including building contracting work)
30 Manufacture of ball point pens, lead pencils and coloured pencils
31 Manufacture of mosquito coils
32 Manufacture of gramophone records
33 Manufacture of chalk and writing ink
34 Manufacture of rubber products
35 Manufacture of tobacco
36 Manufacture of biscuits

C. AGRICULTURAL PROJECTS
1 Fish and shrimp trawling
2 Poultry farming

Inquiries: CRE tel. 215-3064/3331

JAPAN DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of negotiations with the Japanese in the above sectors, we are pleased to offer our specialised services, which also include market research.

Mr. Rock from our Tokyo office is now stationed in the U.K. He may be reached by telephone at Poole 77502, day or night, and is available for consultations with clients on the spot whenever necessary.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco).
Cables: Raydenco, TOKYO

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

No. 1490: Community surveillance of imports

UK licensing arrangements for goods subject to Community surveillance of imports under the general provisions of Regulations (EEC) 1439/74 and 109/70 were set out in Notice to Importers No. 1397. The purpose of this Notice is to announce (i) the extension of Community import surveillance to include *zip fasteners,* and (ii) a change in the existing surveillance on imports of combined sound recorders and re-producers :

i on and after 2 June 1975 the following goods from the sources indicated can be imported into the UK only under an individual import licence. Licences will be freely issued upon application on Form ILB/A to Import Licensing Branch at the above address :

Tariff heading 98.02 – slide fasteners and parts thereof, originating in and consigned to the UK from any country or territory not in the EEC.

In addition to the details to be entered on Form ILB/A, applicants must provide *separately* the following information:

Country of origin of goods

Name of Importer.
Intended date or dates of importation.

Product*	Description of chain: Material (eg nylon alumin-ium)	Width (mm)	Length (ins/ft)	Weight of other metal parts (lb)	Unit price (£ cif)	Total quantity (no. or weight)	Total value (£ cif)

* Specify whether complete fasteners or single chain, mounted or single chain unmounted, or other metal parts or other plastic parts

Licences for zip fasteners and parts will be valid for 3 months.

ii from 2 June 1975, combined sound recorders and reproducers (Tariff heading 92.11) will be subject to Community import surveillance only if they originate in and are consigned to the UK from any country or territory outside the EEC. Thus, irrespective of origin, they will not be subject to UK individual import licensing if consigned to the UK from another Community Member.

Licences for combined sound recorders and reproducers will continue to be valid for 3 months.

Inquiries: Import Licensing Branch, tel. 01-215 5834.

Note: NTI No. 1491 : Import arrangements for restricted textiles after March 1975, was published last week, page 365.

No. 1492: Imports from the Eastern Area 1975: general licensing arrangements

Surveillance licensing of textiles

On 3 April 1975 most yarns and fabrics of all main textile fibres and the basic man-made fibres *consigned from all countries other than those of the EEC, which are not already subject to licensing* were placed under import surveillance. Importers of such goods are required to obtain individual import licences, which are issued freely without restriction as to quantity, but subject to the provision of certain information. Notice to Importers No. 1484, published in *Trade and Industry*, of 28 March, refers.

Goods on Open Individual Import Licence

Certain goods may be imported without restriction as to quantity or value under Open Individual Licences. These goods are listed in Annex A.

Quota arrangements – Bulgaria, China, Czechoslovakia, The German Democratic Republic, Hungary, Poland, Romania and the USSR

The quotas which have been established for the period 1 January to 31 December 1975 for goods which remain subject to quantitiative restrictions were set out in Notice to Importers No. 1489, published in *Trade and Industry* on 25 April 1975.

Licensing arrangements [except China]

Licences will be issued to the values or quantities shown in the published quotas only on the production of quota certificates issued by the appropriate Eastern Area authority, ie on the same basis as has applied in the past. All applications for licences should be made on Form ILB/A and sent to the Department of Trade, Import Licensing Branch (address above). The Quota Number, description of goods and Tariff heading numbers should be inserted on page 3 of the Form.

WENTMORE SHIPPING & HAULAGE LIMITED
INTERNATIONAL SHIPPING and FORWARDING • GROUPAGES & FULL LOADS TO ALL COUNTRIES
UNIT 29, RIVERSIDE WORKS, HERTFORD ROAD, BARKING, ESSEX. 01-594 9416/9 Telex 897893

Licensing arrangements – China

Applications on Form ILB/A, for an allocation from any of the Chinese quotas, should be sent to the Department of Trade, Import Licensing Branch, at the above address, not later than 30 May 1975. Page 1 of the form should be completed; on page 2 only the amount applied for need be stated; on page 3 and copy, the applicant's name and address, description of goods, tariff heading, countries of consignment and origin should be entered. No guarantee can be given that demands can be met and no firm contracts should be completed until the importer is assured of an import licence by this Branch. Import licences will be issued only against evidence of firm offers from China. Successful applicants will be notified of their allocations and advised, where appropriate, of the last date by which licences must be taken up. Any balances of allocations which are not taken up by that date will become available for re-distribution, and may be allocated to other applicants. Some quotas have been under heavy pressure for several years and many applications have already been received for allocations; it is unlikely therefore that newcomers to these categories will be granted licences and importers should not place orders with suppliers for these until they have confirmed that import licences will be granted. These quotas are:

Yarns, threads and woven fabrics of cotton, man-made fibres or mixtures thereof.
Cotton towels.
Cotton handkerchiefs.
Gloves.
Pottery.

Importers wishing to have their allocation split between two or more licences should submit the appropriate number of application forms.

Applicants for open individual licences should complete separate applications for each category of goods required, quoting the OIL prefix of the category shown in Annex A to this Notice. *Each application should be accompanied by a statement as worded in Annex B.* On page 3 of the application form *only* the applicant's name, address and reference (if any) and the country of origin and consignment should be entered.

Licences issued under the terms of this Notice will normally be valid only for goods originating in and consigned from the Eastern Area country concerned, although applications will be considered for licences for goods consigned from a third country.

Other requirements as regards agricultural and food products

Under the Common Agricultural Policy of the European Economic Community, CAP licences are required for the import of most agricultural products, full details of which are given in the Commodity leaflets issued by the Intervention Board for Agricultural Produce. Further inquiries should be addressed to the Intervention Board for Agricultural Produce, Fountain House, 2 West Mall, The Butts, Reading RG1 7QW (tel. 0734 583626). Agricultural and food imports are subject to animal, public or plant health requirements (and qualitative restrictions in the case of seeds). Information may be obtained from the Ministry of Agriculture Fisheries and Food at the following addresses:

Animal health requirements

Animal Health Division 1D, Hook Rise South, Tolworth, Surrey (tel. 01-337 6611 ext. 568)

Public health requirements

Animal Health Divisions IV A & IV B, Leatherhead Road, Chessington, Surrey (tel. 01-397 5266).
(Div. IVA – Fresh Poultry Meat – Ext. 2045)
(Div. IVB – Other meats – Ext. 2685)

Inquiries

Plant health requirements

Plant Health Branch, Horticulture Division 1C, Great Westminster House, Horseferry Road, London SW1 (tel. 01-834 8511 ext. 7566)

Annex A

Goods which may be imported under Open Individual Licence from USSR, Bulgaria, Czechoslovakia, German Democratic Republic and Berlin (East), Hungary, Poland, Romania, China, Mongolia, Albania, North Korea and North Vietnam

Tariff heading OIL Prefix	Description
ex 93.04 EA/RFD	Smooth bore guns having a barrel not less than 24 in. in length measured from the muzzle to the point at which the charge is exploded on firing; sporting rifles
ex 93.05 EA/RFD	Air guns, air rifles or air pistols capable of discharging a missile with a kinetic energy in excess, in the case of an air pistol, of 6 ft. lbs. or in the case of an air gun or air rifle, of 12 ft. lbs.
ex 93.07 EA/RFD	Ammunition for sporting rifles

Note: Open individual licences for imports against ex 93.04, ex 93.05 and ex 93.07 will be issued to registered firearms dealers only.

Goods which may be imported under Open Individual Licence from USSR, Bulgaria, Czechoslovakia, German Democratic Republic and Berlin (East), Hungary, Poland and Romania(1)

Tariff heading OIL Prefix	Description
50.04 EA/H	Silk yarn not put up for retail sale
*ex 50.07 EA/H	Silk yarn *other than yarn spun from noil or other waste silk* (2), put up for retail sale
*ex 50.09 EA/H	Woven fabrics of silk or of waste silk, of a weight exceeding 585 gm. per 10 sq. m. if undischarged or exceeding 485 gm. per 10 sq. m. if discharged or partly discharged
*ex 50.10 EA/H	Woven fabrics of noil silk, of a weight exceeding 585 gm. per 10 sq. m. if undischarged or exceeding 485 gm. per 10 sq. m. if discharged or partly discharged
ex 64.01 EA/H	Footwear with outer soles of rubber and uppers of artificial plastic material *but excluding wellington boots*; footwear with outer soles and uppers of artificial plastic material *but excluding wellington boots*
ex 64.02 EA/H	Footwear with outer soles of leather or composition leather; footwear with outer soles of rubber (but with uppers mainly of leather or imitation suede) or of artificial plastic material

(1) An importer wishing to import the above goods from China, Mongolia, Albania, North Korea or North Vietnam must apply for a specific import licence.
(2) Goods covered by an open individual licence may continue to be imported by that licence. Other items under tariff heading *50.07, *50.09 and *50.10 will be subject to the import surveillance licensing referred to in Notice to Importers No. 1484 published in *Trade and Industry* on 25 April 1975.

Annex B

Department of Trade
Import Licensing Branch
Sanctuary Buildings
20 Great Smith Street
London SW1P 3DB

UNDERTAKING BY IMPORTER

If an open individual licence is issued in respect of my/our application(s) reference ..... dated ..... relating to imports from the USSR, Bulgaria, Czecholsovakia, German Democratic Republic and Berlin (East), Hungary, Poland, Romania, China, Albania, Mongolia, North Korea and North Vietnam under the provisions of Notice to Importers No. 1492 I/we undertake to supply to the Department of Trade such information about imports under the licence as may be requested from time to time.

Name and address of applicant: .....

Signature .....

Status .....
(Proprietor, partner, company director, company secretary)

Date .....

Eastern Area fruit and vegetable, etc., quotas (including China) – 01-215 5688
Eastern Area quotas – other items (except China).

Bulgaria, The German Democratic Republic, Poland, Romania } 01-215 5532

Czechoslovakia, Hungary, USSR } 01-215 5834

China a Fruit and vegetable quotas, headgear and pottery – 01-215 5688
b Woven fabrics of cotton, man-made fibres and yarn – 01-215 3433
c Other quotas ie woven fabrics of silk and wool, textile manufactures, footwear and gloves – 01-215 5709

Inquiries: Surveillance Licensing of Textiles, tel. 01-222 4321.

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 30 May.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.42	Barium carbonate	Barium carbonate, precipitated	31 December 1975	15484

Application for anti-dumping investigation into prefinished plywood from Singapore and Taiwan

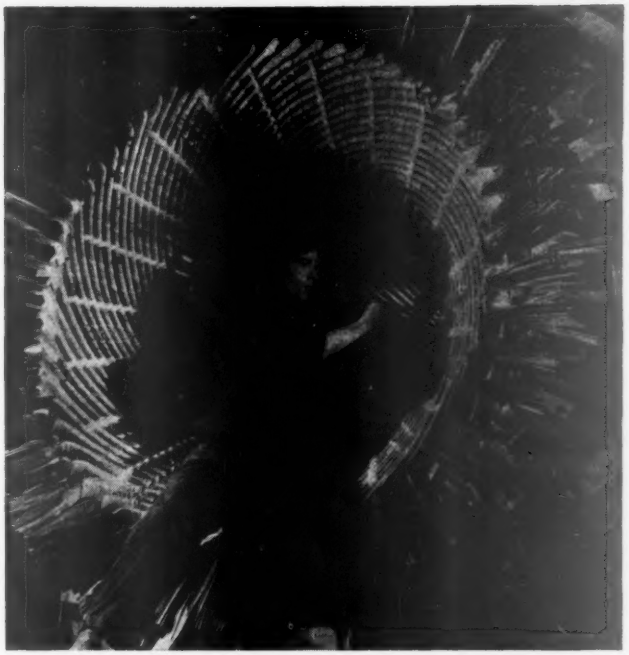
The Department of Trade has accepted for investigation an application alleging that prefinished plywood is being imported from Singapore and Taiwan at prices which constitute dumping and that as a result the UK industry is suffering material injury.

This application may be extended to include other countries exporting prefinished plywood to the UK at prices which appear to be dumped.

For the purposes of the application prefinished plywood is plywood which is surface treated by the application of a paper overlay or by the printing of a woodgrain effect.

A statement of the applicants' claim will be supplied to interested parties who give an undertaking to treat the information in strict confidence. Any representations in connection with this application, other than from the foreign suppliers with whom special arrangements will be made, should be submitted in writing not later than 6 June 1975. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking in the terms set out above, should be sent in writing to Tariff Division, Department of Trade, Room 344, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ.



Brush Electrical Machines Ltd., of Loughborough, a Hawker Siddeley company, has recently received a £2 million order for the supply of electrical power plant equipment for a new gas turbine power station in the Gulf State of Kuwait. Michael Neale, a winding apprentice in the heavy winding shop at Brush, is seen here working on part of a DAX alternator, destined for this Middle Eastern power station.

Trade between Kuwait and Portugal

The Kuwait Ministry of Finance has issued Customs Communique No. 1/75. According to this communique:

Ships hoisting the Portuguese flag are hereby allowed to enter Kuwait ports

Ships hoisting the Kuwaiti flag are hereby allowed to enter Portuguese ports and the ports of territories under Portuguese dominion

All the goods imported from Portugal or from the territories under Portuguese domination are hereby allowed to be cleared in Kuwait and goods exported to those countries will be granted export licences.

Customs Communique No. 4/66, issued on 30 July 1966, imposing ban on commercial dealings with Portugal is repealed. Inquiries: OTAR ext. 470/475.

Romania: five-year plan

Details of the Romanian five-year plan for 1976-80 have been published. The booklet, entitled Directives of the Eleventh Congress of the Romanian Communist Party concerning the 1976-80 Five-Year Plan and the Guidelines for Romania's Economic and Social Development over the 1981-90 period is available on loan from the Statistics and Market Intelligence Library, Department of Trade, 50 Ludgate Hill, London EC4M 7HU and may be inspected there. (Tel. 01-248 5757, ext. 368/9).

Tariff and Trade Notices

Belgium

Emulsifiers, stabilisers, thickeners and gelling agents in foodstuffs. The *Moniteur Belge* No. 79, 23 April 1975, published decrees dated 12 and 13 March 1975, concerning the use of emulsifiers, stabilisers, thickeners and gelling agents in foodstuffs. The decrees enter into force on 20 June 1976. An English translation is being prepared but copies of the decree (in French) are available. Inquiries: OTAR ext. 467/466/288.

Netherlands

Food regulations: bread. A decree of 15 March 1975 *Staatsblad* 160, published on 22 April 1975, amends the Bread Decree (Commodity Law). An English translation of the Bread Decree incorporating the amendment is available. Inquiries: OTAR ext. 466/467/288.

Israel

Labelling of imported foodstuffs. The Israeli Ministry of Commerce and Industry has issued a notice about non-compliance by an increasing number of importers with the provisions of the Marking of Products Order 1950 Section 7(a).

Warning has been given that non-conformity with Israeli laws and regulations might lead to the confiscation or return of the foodstuffs. Copies of the notice are available to British exporters on request. Inquiries: OTAR ext. 475/420.

Household washing machines. The Israeli authorities have issued an amendment order to the Commodities and Services (Control) (Household Washing Machines) Order 1973. Copies of the amendment order are available to British exporters. Inquiries: OTAR ext. 475/420.

Portland cement: standard. The Standards Institution of Israel has issued the following standard:

SR1 Portland cement:
Normal cement and rapid hardening cement.

The Standard was declared official on 10 April 1975, with compliance becoming compulsory after 60 days.

The Standards Institution of Israel issues an English translation of the standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. HB1 1BR (tel. 0442-3111, telex 82424).

No further information is available.

Iran

Toys: import permitted. Under the Iranian 1975/76 import regulations, toys falling under BTN 97.03 have been removed from the prohibitited list and the commercial benefit tax on them abolished. The import duty remains at 100 per cent. Inquiries OTAR ext. 420/475.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Ivory Coast

Cotton-wool, gauze, bandages: prior authorisation for imports. By Arrete No. 0268/MC/MEF dated 19 March 1975, the importation into Ivory Coast of cotton-wool, gauze and bandages (under tariff headings 30.04.19, 48.01.85, 55.04.00, 59.01.01, 59.01.09) cannot be effected without prior authorisation from the Direction du Commerce Exterieur. The applications for authorisation must be accompanied by documentation stating the origin of the goods, supplier, tonnage, and cost and freight or insurance and freight. Inquiries OTAR ext. 472/462/471/473.

Tanzania

Pre-shipment inspection of imports. The Bank of Tanzania issued an amendment to the exchange control regulations on 2 April 1975 to the effect that consignments to Tanzania having an invoice value of less than T/shillings 20,000 would no longer be subject to pre-shipment inspection. The previous figure was T/Shs 10,000. However, part shipments in smaller lots against a proforma invoice equal to or exceeding T/Shs 20,000 will continue to be subject to inspection irrespective of their individual values.

This amendment is effective from the date of issue but does not affect goods which were already subject to an EXC1 form at that date. Inquiries: OTAR ext. 471/472/473/462.

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

South Africa

Tariff changes. The following amendments were published in the South African *Government Gazette*, 18 April 1975:

R751 BN 40.09 and 73.13:
1 The rate of duty on piping and tubing of unhardened vulcanised rubber, braided with wire or reinforced with wire and with an inside diameter exceeding 400 mm., fitted or not, is reduced from 15% to free.
2 Specific provision, at a rate of duty 3% is made for sheets and plates, of iron or steel, hot-rolled or cold-rolled, plated, coated or clad with aluminium (not with a corrugated or other profile configuration).

INDUSTRIAL REBATES
R752 Items 307.04, BN 39.00. 307.05. 312.02, BN 50.09:
1 The effect of this amendment is that polyurethane foam and sponge or foam plastic material are no longer admissable under rebate of duty for the manufacture of plastic goods of plate, sheets, strip or film and shoulder pads, respectively.
2 The effect of this amendment is that the use of woven fabrics of silk or of waste silk under rebate of duty by the headgear industry is no longer restricted to the manufacture of linings, borders and bands.

Inquiries: OTAR ext. 471/472/473/462.

Tariff changes. The following amendments were published in the South African *Government Gazette*, 25 April 1975:

R806 BN 39.02: The rate of duty on anionic and nonionic polyacrylamide flocculating agents and the like is reduced from 20% to 15%.
R807 BN 48.09: The rate of duty on hardboard is increased from 7.5% or 3,770 c. per 1,000 m² to 10% or 40 c. per m² less 75% of the fob price.
R808 BN 79.01 and 79.02:
1 The rate of duty on unwrought alloys of zinc and wrought bars and rods of zinc is increased to 10%. The rate of duty on zinc wire is increased to 10% (General) and 7% (Preferential).
2 Goods which comply with the requirements of item 460:22 may be allowed under rebate of duty under that item.
R813 BN 55.05 and 56.05: The rates of duty on certain cotton yarn and yarn of man-made fibres (discontinuous or waste) are amended.

ANTI-DUMPING DUTIES
R809 Item 210.02. BN 48.09: The provision for an ordinary anti-dumping duty on hardboard is withdrawn.

GENERAL REBATES
R810 Item 460.07. BN 39.02: The provision for a rebate of duty on anionic and nonionic polyacrylamide flocculating agents and the like, is withdrawn.

INDUSTRIAL REBATES
R814 Item 311.03. BN 55.05; Item 311.07. BN 56.05; Item 311.09. BN 56.05: The provisions for a rebate of duty on slub yarn of cotton for weaving textiles and on yarn of man-made fibres (discontinuous) for the manufacture of textile embroidery and fishing nets, are withdrawn.

Inquiries: OTAR ext. 471/472/473/462.

Singapore

Goods subject to endorsement by competent authority. Further to the notice in *Trade and Industry*, 5 September 1974, the Minister of Finance has issued the Control of Imports, Exports and Transhipment (Endorsement) (Amendment) Order 1975 amending the schedule of the Control of Imports, Exports and Transhipment (Endorsement) Order 1974:

a By deleting:

i Apparatus based on the use of X-rays or of radiations from radio active substances (including radiography and radiotherapy apparatus) and ancillary equipment.
ii Radio active isotopes, and compounds, inorganic or organic of such elements or isotopes, whether or not chemically defined.

from the requirements of prior approval of a competent authority.

b By amending the competent authorities as follows:

Goods	Competent authority
1 Anise or star aniseed	Director of Food Administration, Ministry of the Environment
2 Industrial safety belts, harnesses, safety lines and life lines	SISIR to certify that goods conform to BS 1397:1963
3 Dried bean curd or bean curd stick	Director of Food Administration, Ministry of the Environment
4 Helmets, crash	Director, Department of Trade. SISIR to certify in addition that goods conform to SS 9
5 Helmets, heavy duty, industrial safety	SISIR to certify that goods conform to SS 98
6 Helmets, light duty, industrial safety	SISIR to certify that goods conform to BS 2095:1958
7 Nets, industrial safety	SISIR to certify that goods conform to BS 3912:1965
8 Preserved candied fruits of Taiwan origin	Director of Food Administration, Ministry of the Environment

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

c By adding:

Goods	Competent authority
Visors for use with crash helmets	Director, Department of Trade

SISIR = Singapore Institute of Standards and Industrial Research.
BS = British Standard.
SS = Singapore Standard.

Inquiries: OTAR ext. 401/468/469.

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PORTALOO

Australia

Consumer electronic equipment and electronic components: tariff changes. Details are given below of changes in the Australian customs tariff as set out in Notice No. 7 (1975) of the Intentions to propose customs tariff alterations:

ALTERATIONS TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
1 Omit paragraph 85.01.21, substitute the following paragraph:			
85.01.21	Induction coils, not being goods falling within paragraph 85.01.22:		
85.01.211	Ferrite cores, slugs and other shapes	30%, and a temporary duty of 10%	17%, and a temporary duty of 10%
85.01.219	Other	30%	17%
2 After sub-item 85.14.1 insert the following sub-item:			
85.14.2	Loudspeakers	35%, and a temporary duty of 10%	35%, and a temporary duty of 10%
3 Omit sub-item 85.15.1, substitute the following sub-item:			
85.15.1	Radio broadcasting reception apparatus including receivers incorporating sound recorders or reproducers; television reception apparatus for the reception of signals without line connection including receivers incorporating radio broadcasting receivers, sound recorders or reproducers:		
85.15.11	Monochrome television reception apparatus (including receivers incorporating radio broadcasting receivers, sound recorders or reproducers) incorporating or designed for use with a picture tube having a cross-sectional dimension exceeding 41 centimetres, but not including parts, being channel tuners, therefor	35%, and a temporary duty of 10%	35%, and a temporary duty of 10%
85.15.19	Other	In respect of each picture tube designed for visual display of television in colour – 5%; in respect of the remainder of the goods – 35%	In respect of each picture tube designed for visual display of television in colour – 5%; in respect of the remainder of the goods – 35%
4 Omit sub-item 85.18.2, substitute the following sub-items:			
85.18.2	Capacitors that are: (i) of a kind used in X-ray apparatus; (ii) of a kind used as standards or references for comparison and measuring purposes; or (iii) of the power factor correction type, not being goods falling within sub-item 85.18.3	34%	21%
85.18.3	Capacitors that are of the fixed power factor correction type having a rating of less than 1 kilovolt amperes	34%, and a temporary duty of 10%	21%, and a temporary duty of 10%
85.18.4	Fixed capacitors that are of the following types: (i) electrolytic; (ii) paper; (iii) metallised paper; (iv) artificial plastic; (v) metallised artificial plastic, not being goods falling within a preceding sub-item of this item	35%, and a temporary duty of 10%	35%, and a temporary duty of 10%
5 After sub-item 85.21.1 insert the following sub-item:			
85.21.2	Monochrome cathode-ray picture tubes of a kind used in television receivers, having a cross-sectional dimension exceeding41 centimetres	In respect of the deflection yoke, if any – 35%, in respect of the remainder of the goods – 35%, and a temporary duty of 10%	In respect of the deflection yoke, if any – 35%; in respect of the remainder of the goods – 35%, and a temporary duty of 10%

Ref. CRE 6/75. Inquiries: OTAR ext. 468/469/401.

Temporary protection. The Department of Manufacturing Industry in Australia has received requests for temporary protection against imports of the following:

Strip, sheet, coil, plate and foil of copper and copper alloys (rolled products) tariff items 74.04.100, 74.04.900, 74.04.210, 74.04.220, 74.04.290, 74.05.100, 74.05.900. Ref. CRE 949/75.

Domestic electric cooling and ventilating fans tariff item 85.06.900. Ref. CRE 950/75.

Sporting ammunition falling within tariff items 36.04.00, 93.07.100 and 93.07.200. Ref. CRE 952/75.

Requests for temporary protection are received initially by the Department of Manufacturing Industry and, after examination, are submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that the Australian Prime Minister has made it clear that should the need for urgent action emerge from these inquiries goods ordered overseas but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders, as special consideration may not be given to outstanding commitments should action be taken by the Government.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay through their accredited agent. Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Inquiries: CRE tel. 01-215 5319.

Commission for Consumer Affairs. The Australian Government is to establish a Commission for Consumer Affairs to co-ordinate consumer standards and handle public education on consumer matters.

Operating under the aegis of the Trade Practices Act, the commission will not only provide a focal point for consumer groups and industry in their dealings with the Australian Government, but will also liaise with State Government consumer affairs bodies.

The commission is empowered to hold public hearings during the preparation of consumer standards at which, it is possible, that UK firms or trade associations may wish, from time to time, to give evidence. The commission may also ask for the advice of existing committees, such as the Foods Standards Committee of the National Health and Medical Research Council, which will continue to function under the new Commission much as they have done in the past.

No further details are available at present. Ref. CRE 35184/2. Inquiries: CRE tel. 01-215 5319.

New Zealand

Locks and padlocks: tariff amendments. The New Zealand Government has issued Customs Tariff (Locks and Padlocks) Amendment Order 1975 which came into force on 24 April 1975,

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

amending items in the New Zealand Customs tariff. The tariff items are:

83.01.001, 83.01.009, 83.01.011, 83.01.012, 83.01.013, 83.01.018, 83.01.029, 83.01.039

which should read as follows:

No.	Description	Unit	Rates of duty effective on and after 1 July Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 83						
Miscellaneous articles of base metal						
83.01	Locks and padlocks (key, combination or electrically operated), and parts thereof, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts of such frames, of base metal; keys for any of the foregoing articles, of base metal:					
	Locks and padlocks and parts thereof:					
	Mortice locks and lock sets and mortice locking latches and locking latch sets:					
83.01.002	As may be approved by the Minister and under such conditions as he may prescribe		1974	Free*	Free*	
83.01.008	Other		1974	30%	30%	Aul 10% Can 10% CPC 10%
	Cylinder rim night latches and latch sets:					
83.01.014	As may be approved by Minister and under such conditions as he may prescribe		1974	Free*	Free*	
83.01.015	Other		1974	30%	30%	Aul Free Can Free CPC Free
	Other kinds:					
83.01.016	As may be approved by the Minister and under such conditions as he may prescribe		1974	Free*	Free*	
83.01.017	Other		1974	30%	30%	Aul Free Can Free CPC Free
83.01.029	Frames incorporating locks, for handbags, trunks or the like, and parts of such frames		1974	5%	5%	Aul Free Can Free CPC Free
83.01.039	Keys		1974	10%	q0%	Aul Free Can Free DC Free CPC Free

* Or such higher rate of duty as the Minister may in any case decide.
Aul = Australia. Can = Canada.
CPC = Commonwealth Preference Countries DC = Developing Countries.

Inquiries: OTAR ext. 401/468/469.

Grenada

Import licensing. The Grenada authorities by Section 2 (ii) of the Supplies (Control) Regulations, SR and O No. 12 of 1959, state that import licences must be obtained before orders are placed for the following commodities:

Apples, pears, grapes, cherries, prunes, grape fruit (fresh), oranges and grape juices, canned pineapple, raisins, beets, seasoning, split peas, pepper sauce, canned beans, tomato sauce, fruit cocktail, jellies and jams, ground spices, Frys cocoa, ice cream products, poultry, animal feeds.

Inquiries: OTAR ext. 7312/456/457.

Molasses: import licensing. The Grenada authorities state that molasses have been added to the list of items for which an import licence is required. Inquiries: OTAR ext. 7312/456/457.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Ecuador

Duty amendments and nomenclature amendments. The following changes and additions in the Ecuadorean customs tariff have taken place:

Chapter	Description	Rate of Duty Now	Formerly
30.04.89.00	Other	—	50%
30.04.89.01	Porous sticking plasters coated with medicated substances	30%	N.E
30.04.89.99	Other	—	—
39.07.01.00	Tubes and fittings, rod, bar and section	—	70%
39.07.01.01	Tubes, bars, rods and section	70%	N.E
39.07.01.02	Fittings	40%	N.E
58.05.04.21	Cotton ribbon of more than 13mm for making inked ribbons	30%	N.E
70.11.01.00	Lamp bulbs	10%	30%
73.23.90.00	Parts and pieces	—	N.E
73.23.90.01	Caps and bases for aerosol tins	25%	N.E
73.23.90.99	Other	—	—
84.15.90.11	Filter elements for engine filters	5%	20%
85.20.01.00	Lighting	—	—
85.20.01.01	Of normal or common type for lighting between (01) 13 and 200w (99) others	80%	50%
85.20.01.02	For vehicles	30%	50%
85.20.01.03	Miniature	30%	50%
85.20.01.99	Other	30%	50%
85.20.99.00	Parts and pieces	10%	N.E

N.E = Not entered

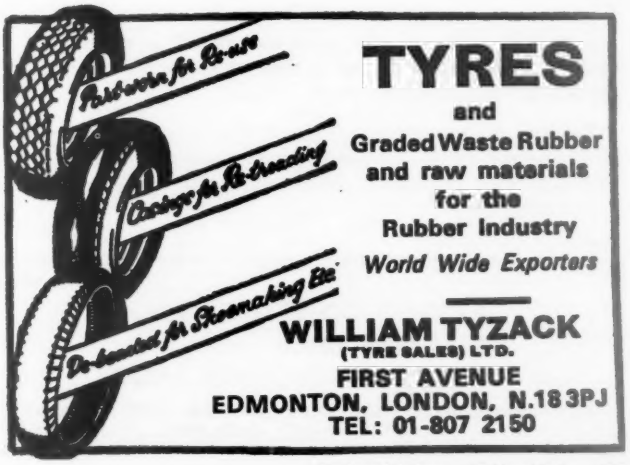
Inquiries: OTAR ext. 476.

Colombia

Duty amendments. Colombian Decree 597 of 1 April 1975 notifies the following changes:

01.05.02	Duties on 'day-old' chicks of hens, turkey, duck and the like under this heading have been reduced to 10 per cent (previously 20 per cent)
Chapter 28	The duties levied on the sub-headings within chapter 28 are now 25 per cent except for sulphuric acid and oleum under sub-heading 28.08 which remain unaltered at 1 per cent
Chapter 39	The rates for items within this chapter have been simplified to four duty levels: 20, 40, 60 and 75 per cent

Inquiries: OTAR ext. 474/476.



European Community

A Community programme for simpler trade procedures

SITRO examine the Commission's proposals

SITPRO, the UK's Simplification of International Trade Prodedures Board*, along with the other national simplification bodies in the Community – collectively known as the COMPROs – have been discussing and drawing up detailed comments on the European Commission work programme for the simplification of customs procedures and legislation. This was presented to the Council of Ministers on 5 March and is currently under discussion in the Community's Economic and Social Committee.

The programme, the third the Commission has produced, is by a long way the most far-reaching. It has been welcomed as evidence of the interest now being shown by the Commission in facilitation work generally and of their support for the world movement towards simpler trade procedures.

Formal customs union was attained within the Community in 1968, but complicated customs formalities still hamper trade among the EEC countries and have frustrated the free movement of goods. Many of these formalities could be abolished. Speaking to the European Parliament, Commissioner Finn Olav Gundelach, who is responsible for the direction of the European Customs Union, stressed that the unnecessary impediments to trade in the form of these administrative difficulties were costly and that this cost had to be borne by citizens and business.

This economic consideration may well have helped convince the Commission of the need for urgent action in this area. When introducing his simplification programme to the COMPROs, Commissioner Gundelach quoted studies which have demonstrated that the commercial and administrative costs of handling goods in international trade amount to around 7.5 per cent of the value of those goods. This is almost equal to the level of customs duties which have been abolished between the Six and are being eliminated between the Nine. A reduction of 1 per cent would save £65 million on the value of the EEC import/export trade with the rest of the world.

Among the main points in the EEC programme, which covers the whole area of the working of the customs union, are:

Simplification of the customs tariff nomenclature and the development of a single Community tariff/ statistical instrument

The aim is to produce a single integrated nomenclature for EEC customs, tariff and foreign trade statistical purposes.

Agriculture

This will affect action on procedures, regulations and simplification of product nomenclature which is within the competence of the Administration of the Customs Union.

Computerisation

Here the aim is to facilitate application of computer techniques to import/export work and to work on common standards and codes for maximum efficiency in processing export/ import data.

Valuation

The most important aspect relates to the simplification of present national rules and practices for post importation checks as far as documentation is concerned.

Rules of origin

Here the means for simplifying administrative problems in deciding the origin of products will be studied, as well as the special problems arising from the EFTA agreements. The documentation for the preferential regions will also be studied.

Community transit

The subjects of study will be the complete abolition of transit documents for goods in free circulation after the transitional period, the possible abolition of the transit advice note, the introduction of greater flexibility into the transit guarantee system and the standardisation of documents used in EFTA-EEC trade.

Customs clearance procedures

The aim will be a reduction in the amount of information required in documents used in intra Community trade for goods in free circulation and the simplification of physical controls at ports and frontiers where delays are caused for goods not in fact subject to customs duty.

The COMPROs have agreed that for them the priorities are those items in the programme dealing with Community transit, origin, the reduction of information demands, and simplification of the procedures relating to the running of the Common Agricultural Policy. On computerisation, the concern has been that the Community does not act in isolation but takes full account of the work in other international bodies which have basically the same aims, but on an international basis as that proposed by the Community.

Further COMPRO discussion, in which SITPRO will play an active part, will take place in the Hague on 10-11 June.

* An article on the work of SITPRO appeared in the *European Community Commentary* No. 14 (August 1974).

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EEC referendum

Postal voting arrangements

As the Government's Referendum Bill received Royal Assent on 8 May, the Home Office announced details of the postal voting arrangements for those unable to get to their polling stations to vote in person on 5 June.

Those who may apply to vote by post are electors who are disabled, or registered blind persons, or those likely to be too ill to go to vote in person at the polling station. People who have moved house from one electoral division* to another since 10 October last year may also apply, as can a person who is likely to be away on polling day for business reasons. Being away from home on holiday does *not* constitute eligibility for a postal vote and no one can vote by post from overseas.

Anyone who thinks he or she may be eligible should ask the Electoral Registration Officer for the area in which he or she is registered for a form of application, or use the form published in the national newspapers last Friday, Sunday and Monday. Addresses of Electoral Registration Officers are displayed in main Post Offices.

Completed forms must reach the Electoral Registration Officer for the area in which the applicant is registered by 19 May. Applications received after this date cannot be considered for the referendum. If the Electoral Registration Officer grants the application he will forward a ballot paper. Once a postal vote have been granted it is illegal to vote in person.

* An electoral division is the division of a county in England and Wales and in Greater London for which a County Councillor is elected.

Community loans for British Steel

The EEC Commission has approved a total of £11 million in two loans for the British Steel Corporation.

This includes a £4 million loan to help finance an £8.8 million modernisation scheme to replace coke ovens and associated installations, including coal preheating facilities at the Orgreave plant near Sheffield. Once completed, in 1976, the Orgreave project will boost production by 80,000 tons to 530,000 tons per annum.

A further £7 million loan has been approved for a BSC formed coke plant at Normanby Park, Scunthorpe.

Both loans, which were paid on 15 May, are granted under Article 54 of the European Coal and Steel Community Treaty, which empowers the Commission to give aid for the modernisation of the coal and steel industries.

The latest loans bring the total of Community-approved grants and loans to the British Steel Corporation to over £105 million since UK accession to the Community in January 1973.

Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry of 20 February, 14 March and 18 April gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 31 March. HM Customs have stated that the position on the restoration of normal duties for the month ending 28 April is as follows:

I TARIFF QUOTAS AND SPECIAL CEILINGS

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached: duty to be re-imposed	
				On date	For goods from
42.02	Travel goods, shopping bags, handbags, satchels, etc.:				
A	Of artificial plastic sheeting	1588	3.4.75		
B	Of other materials	1596	11.4.75	18.4.75	Hong Kong
55.05BII	Cotton yarn, not put up for retail sale, etc., measuring per single yarn, per kg. – more than 14,000 m. and up to 40,000 m.	3511		8.4.75	Pakistan
56.07A	Woven fabrics of man-made fibres (discontinuous or waste): Of synthetic textile fibres	3856	19.2.75	21.4.75	South Korea
85.15AIII	Receivers, whether or not combined with a sound recorder or reproducer	4916		18.4.75	Hong Kong
CIII	Parts of the goods of subheadings A and B: Other				
85.21D	Diodes, transistors and similar semi-conductor devices; electronic microcircuits	4924	1.4.75	18.4.75	Singapore
E	Parts				
94.01B	Chairs and other seats (other than those falling within heading no. 94.02) whether or not covertible into beds, and parts thereof: Other	5067		18.4.75	Yugoslavia

S/C Denotes Special Ceiling.
* See Customs Tariff Part 11.

II CEILINGS

Tariff heading	Description of goods	Date of restoration of duties: From all sources	Date of restoration of duties: From particular sources (inner ceilings)
29.23DIIIc)	Sodium hydrogen glutamate	19.4.75	
60.05AI	Jerseys and pullovers, containing at least 50% by weight of wool and weighing 600 g. or more per article	21.4.75	
ex 62.03BII	Sacks and bags of a kind used for the packing of goods: Other – of cotton	21.4.75	

In the Notice in *Trade and Industry* of 18 April details were given of the exhaustion of various GSP tariff quotas. Below (underlined) are amendments to some of the dates given in that Notice:

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached: duty to be re-imposed	
				On date	For goods from
51.04	Woven fabrics of man-made fibres (continuous) including fabrics of monofil or strip, of heading no. 51.01 or 51.02	3465	7.1.75	14.3.75	South Korea
55.09	Other woven fabrics of cotton: containing 85% or more by weight of cotton:				
ex AII	Other: Unbleached of a width more than 165 cm.	3716	2.1.75	21.3.75	India
and ex AII	Other- Not specified	3724	2.1.75	30.3.75	Columbia

Inquiries about current availability of preferences may be

made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570 (quotas and butoirs), ext. 2294 (ceilings and inner ceilings).

EEC tariff quotas 1975 – exhaustions

HM Customs have stated that the United Kingdom's share of the following EEC tariff quotas has been exhausted:

UK Tariff heading	Item	HM Customs serial no. (Part 11 of the UK tariff)
08.04BIa) and b)	Grapes, dried in immediate containers of a net capacity of 15 kg. or less: currants, raisins, sultanas and other dried grapes	1103
73.02EI	High carbon ferro-chrome	4797

The United Kingdom share of the following EEC tariff quota for imports from Portugal has also been exhausted:

UK Tariff heading	Item	HM Customs serial no. (Part 11 of the UK tariff)
ex 22.05CIIIa)1 ex 22.05CIVa)1	Port in containers of 2 litres or less	1251

A notice appeared in *Trade and Industry* of 21 March concerning the increase from 15 April of 5 per cent in the EEC tariff quota for certain textile goods from Turkey. HM Customs have stated that the UK share of the additional quota amount for the following item has been exhausted:

UK Tariff heading	Item	HM Customs serial no. (Part 11 of the UK tariff)
55.05	Cotton yarn, not put up for retail sale	3481

Inquiries about current tariff quota balances may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London, EC3R 7HE, tel. 01-626 1515, ext. 2570.

New EC Legislation

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

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General. Regulation (EEC) 1121/75 establishing upper limits for compensatory amounts for pigmeat, eggs, ovalbumin, lactalbumin and poultrymeat. (*Official Journal* L112, 1 May 1975)

Cattle, beef and veal. Regulation (EEC) 1090/75 on the issue by way of protective measures of import licences for certain beef and veal products. (EXIM). (*Official Journal* L108, 26 April 1975)

Corrigendum. The *Official Journal* L112, 1 May 1975, contains the text of a correction to Regulation (EEC) 1090/75 on the issue by way of protective measures of import licences for certain beef and veal products (EXIM).

Regulation (EEC) 1094/75 further amending Regulation (EEC) 2163/74 as regards the date by which animals eligible for the premium for the orderly marketing of certain adult bovine animals for slaughter must be slaughtered (*Official Journal* L109, 29 April 1975)

Regulation (EEC) 1145/75 extending to 23 May 1975, the period of validity of Regulation (EEC) 1295/74 on the processing of beef bought in by the intervention agencies. (*Official Journal* L112, 1 May 1975)

Milk and milk products. Regulation (EEC) 1093/75 amending Regulations (EEC) 1107/68 and (EEC) 1108/68 as regards the conditions for the purchase by the intervention agencies of certain cheeses and skimmed-milk powder. (*Official Journal* L109, 29 April 1975)

Sugar. Regulation (EEC) 1102/75 amending Regulation (EEC) 766/68 as regards the suspension of the periodic fixing of export refunds to be granted on molasses and syrups. (*Official Journal* L110, 30 April 1975)

Wine. Regulation (EEC) 1120/75 laying down conditions for the entry of port, Madeira, sherry, Setubal muscatel and Tokay (Aszu and Szamorodni) wines falling within subheadings 22.05 C III a) 1 and b) 1 and 2 and 22.05 C IV a) 1 and b) 1 and 2 of the Common Customs Tariff. (*Official Journal* L111, 30 April 1975)

Fruit and vegetables. Regulation (EEC) 1142/75 authorising the United Kingdom temporarily to suspend totally the customs duties on carrots imported from other Member States. (*Official Journal* L122, 1 May 1975)

Processed agricultural products. Regulation (EEC) 1140/75 amending Regulation (EEC) 3206/74 laying down detailed rules for the application of a charge on the exportation of certain goods covered by Regulation (EEC) 1059/69. (*Official Journal* L112, 1 May 1975)

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,387	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	438	324	68	−23	698	−11	709
1971	101	103	100	94	103	111	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−203	48	3	82	−683	765
1973	110	114	110	90	121	696	374	32	242	−1,117	−2,301	1,184
1974	109	114	108	100	111	265	435	34	−124	−3,828	−5,259	1,431
1972 1st qtr.	101	106	105	90	108	−34	−62	17	−16	85	−123	208
2nd qtr.	104	108	106	84	115	−31	−106	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	277	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	188	61	−9	163	−210	−401	191
3rd qtr.	110	114	111	91	120	100	68	6	22	−230	−569	339
4th qtr.	110	114	111	94	125	131	99	24	25	−493	−977	484
1974 1st qtr.	106	113	112	99	111	−235	−100	8	−73	−971	−1,279	308
2nd qtr.	110	112	105	99	107	209	138	42	11	−985	−1,316	331
3rd qtr.	112	114	106	99	115	257	299	−27	−28	−797	−1,210	413
4th qtr.	110	116	107	102	112	34	+99	10	−34	−1,076	−1,454	379
% change last 2 qtrs. on prev. 2 qtrs.	+3.0	+2.2	−1.8	+1.5	+4.1							
on a year earlier	+1.3	+0.9	−4.1	+8.6	−7.3							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages	Index‡								totals	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.5	123.2•	115.5	581	2.6	304	11,512	13,813
1974	106.4	107.9	109.9	102.7	108.5†	16.0	215.3	152.0	138.5	572+	2.5+	298+	15,589	20,848
1973 3rd qtr.	110.7	111.5	110.6	143	180.2	9.2	150.9	124.2	118.5	555	2.4	334	2,991	3,560
4th qtr.	109.5	110.5	112.0	119	186.8	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.5	105.7	109.8	103	101.4†	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	107.8	109.3	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	311	3,900	5,216
3rd qtr.	108.6	110.2	111.0	109	110.2	17.0	212.9	156.1	143.9	592	2.7	306	4,161	5,371
4th qtr.	105.4	106.2	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,029	5,482
1975 1st qtr.	105.0	106.4	111.9 p	106	122.0	20.3	220.9 p	176.0 p	162.9	701	3.1	..	4,558 p	5,229 p
1974 Apr.	107.3	109.0	107.9	97	106.1	15.2	215.4	146.4	127.9	546	2.4	298	1,272	1,675
May	107.5	108.7	105.6	105	107.6	15.9	214.0	149.0	132.0	548	2.4	315	1,304	1,783
June	108.6	110.3	108.2	111	108.7	16.5	211.7	151.2	136.8	562	2.5	319	1,324	1,758
July	109.2	110.7	109.2	106	109.7	17.1	212.3	153.5	139.8	576	2.5	317	1,337	1,769
Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.5	597	2.6	301	1,378	1,787
Sept.	107.6	108.8	112.2	118	111.0	17.1	212.8	158.6	146.3	603	2.7	301	1,446	1,816
Oct.	107.0	107.5	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,347	1,841
Nov.	106.6	107.7	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,296	1,896
Dec.	102.8	103.5	110.8	87	116.9	19.1	222.5	167.6	157.9	..	..	..	1,386	1,745
1975 Jan.	104.9	106.8	113.0	109	119.9	19.9	222.1	173.0	159.6	678 e	3.0	..	1,562 p	1,837 p
Feb.	105.5	107.3	112.3	113	121.9	19.9	218.8	175.9	161.5	705	3.1	192	1,456 p	1,746 p
Mar.	104.6	105.1	109.4	97	124.3	21.2	221.8 p	179.0 p	167.7	722	3.2	186	1,540 p	1,646 p
Apr.				90 p			223.0 p	182.0 p		760	3.3	173		
% change latest 3 months on prev. 3 months	−0.4	+0.1	−0.1	+2.0	+6.0		−0.7	+6.2	+7.4	..		..	+13	−4½
on a year earlier	+1.5	+0.7	+1.5	−3.8	+20.3		+3.1	+25.7	+30.4	+32.9		−35.2	+30	+9½

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.
+ Average of 11 months. e Figure is estimate.

Provisional estimates of vehicle production and new car registrations in April

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers. Car production in the four weeks ending 26 April totalled 106,400 units, a weekly rate of 26,600, which was 8 per cent lower than the level of output in April 1974. Commercial vehicle output at 31,000 units (7,750 per week) was 2 per cent below the level of production in April 1974.

In seasonally adjusted terms, car output of 108,000 in April, although above the rate achieved in March, was 16 per cent below the average monthly output in 1974. Production of commercial vehicles at 32,300 units was slightly above that in March and 4 per cent below the average monthly output in 1974.

For both cars and commercial vehicles production in the three months February-April was lower than in the preceding three months (17 per cent lower for cars and 9 per cent for commercial vehicles).

Table 3 shows provisional estimates of new car registrations. These are based on the number of registration applications received by the Department of the Environment up to the end of April. They include an estimate for late arrival of documents at the Licensing Directorate at Swansea. The provisional estimates should be regarded as somewhat tentative because of the change last autumn to the new basis of collecting these statistics.

Seasonally adjusted, new car registrations in Great Britain in April, provisionally estimated at 90,000 were 7 per cent lower than in March. The average level of 100,000 in the three months February-April was, however, 2 per cent above the average for the preceding three months.

TABLE 1 Estimated UK production in April 1975

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1975 (4 weeks ended 26.4.75)	106.4	26.6	31.0	7.7
1974 (4 weeks ended 27.4.74)	115.3	28.8	31.8	7.9
Percentage change		−8		−2

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1974				1975				Average of		
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Feb.	Mar.	Apr.	Nov. 74-Jan. 75	Feb.-Apr. 1975	% change
Cars	111	132	138	130	119	121	105	108	134	111	−17
Commercial vehicles	28.3	33.8	37.5	34.6	35.6	36.0	31.8	32.3	36.7	33.4	− 9

TABLE 3 New car registrations

Thousands

	1974				1975				Average of		
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Feb.	Mar.	Apr.	Nov. 74-Jan. 75	Feb.-Apr. 1975	% change
Recorded	327	330	331	245	348	111.4	108.6	95			
Seasonally adjusted	308	313	326	287	318	112.8	96.7	90	98	100	+2

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 9 May 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Three For All	BR/E 38085/10/5/80	90	8 May	Fox-Rank Distributors Ltd.	Dejamus Productions Ltd.
Movietone News 2396	BR/E 37826/10/5/80	8	9 May	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Secrets of Sweet Sixteen	EC 38086/10/5/80	71	8 May	DUK Films Ltd.	Lisa Film GmbH, Munich
The Passion Pill Swingers	EC 38087/10/5/80	78	8 May	DUK Films Ltd.	TV 13 Fernseh und Film GmbH, Munich
Confessions of a Teenage Virgin	EC 38088/10/5/80	68	8 May	Mark Associates Ltd.	Rapid-Film, GmbH, Munich
			FOREIGN		
A. Match of Dragon and Tiger B. The Dragon and The Tiger	F 38089	87	8 May	Transit Films Ltd.	IFD Films and Arts Ltd., Hong Kong
It's Alive	F 38090	91	8 May	Columbia-Warner Distributors Ltd.	Larco Productions, California, USA
Distant Thunder	F 38091	100	8 May	Intercontinental Film Services	Mrs Sarbani Bhattacharya, Calcutta, India
The Lust Seekers	F 38092	78	8 May	Mark Associates Ltd.	Eve Productions, California, USA
Phantom of the Paradise	F 38093	91	8 May	Fox-Rank Distributors Ltd.	Harbor Productions Inc., California, USA
Capone	F 38094	101	8 May	Fox-Rank Distributors Ltd.	Santa Fe Productions Inc., California, USA
Bummer	F 38095	98	8 May	Grand National Film Distributors Ltd.	Entertainment Ventures Inc., California, USA
The Hitch Hikers	F 38096	93	8 May	Grand National Film Distributors Ltd.	Entertainment Ventures Inc., California, USA
The Godfather Part II	F 38097	200	8 May	Cinema International Corporation (UK)	Coppola Company, California, USA

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the five weeks ended 29 March 1975.

	£
Distributors' Earnings submitted	
Low Cost Films:	
Eligible (after multiplying by 2½)	23,920
Not eligible for 2½ times rental	54,204
	78,124
High Cost Films (including Newsreels after multiplying by 2½)	811,451
	889,665
Films under 3,000 ft. (after multiplying by 2½)	69,220
	£958,885

Levy Collections paid to the Agency by HM Customs and Excise to 8 April 1975 including an estimate of collections approximately covering entertainments for the five weeks ended 29 March 1975. £494,000

The Fifth Interim Allocation for the Eighteenth Year will be at the rate of 42 per cent.

Business Monitor

The following titles and issues of Business Monitor are now available:

Production series
Monthly at £1.40 each a year post free:

PM 33-36 Engineering (volume indices of sales and orders) for January 1975
PM 423 Foam backing, foam laminating and fabric to fabric bonding for February 1975

Quarterly at 52p each a year post free:

PQ 221 Vegetable and animal oils and fats for fourth quarter 1974
PQ 229.2 Starch and miscellaneous foods for fourth quarter 1974
PQ 262 Mineral oil refining for fourth quarter 1974
PQ 273 Toilet preparations for fourth quarter 1974
PQ 322 Copper, brass and other copper alloys for fourth quarter 1974
PQ 339.3 Refrigerating machinery, space-heating, ventilating and air conditioning equipment for fourth quarter 1974
PQ 366 Electronic computers for fourth quarter 1974
PQ 368 Electrical appliances primarily for domestic use for fourth quarter 1974
PQ 399.1 Metal furniture for fourth quarter 1974
PQ 417.1 Hosiery and other knitted goods for fourth quarter 1974
PQ 423 Textile finishing for fourth quarter 1974
PQ 449.1 Corsets and miscellaneous dress industries for fourth quarter 1974
PQ 469.2 Miscellaneous building materials and mineral products for fourth quarter 1974
PQ 475 Wooden containers and baskets for fourth quarter 1974
PQ 484.2 Miscellaneous manufactures of paper and board for fourth quarter 1974
PQ 485 Newspapers and periodicals for fourth quarter 1974
PQ 499.2 Miscellaneous manufacturing industries for fourth quarter 1974

Service and Distributive series
Quarterly at 52p a year post free:

SD 9 Computer services for fourth quarter 1974

Report on the Census of Distribution and Other Services 1971

SD 10 Part 1 Retail Outlets (Establishment Tables) at £1.60

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633-56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

Report on the Census of Distribution and Other Services 1971

The first of the 13 parts which will constitute the 'Report on the Census of Distribution and Other Services 1971' has just been published by HMSO as Business Monitor SD10 (price £1.60). It is available from HMSO Bookshops, through booksellers or by mail order from HMSO, PO Box 569, London SE1 9NH.

The Census of Distribution for 1971 was the fifth to have been taken in Great Britain. It was the third full census: previous full censuses were taken in 1950 and 1961 and sample censuses in 1957 and 1966. Provisional results were published in three articles in *Trade and Industry* on 21 December 1972, 25 January 1973 and 17 May 1973, respectively. Summaries of final results appeared in further articles on 22 August 1974, 19 December 1974 and 2 May 1975.

Business Monitor SD10 contains shop and other outlet tables on a Great Britain basis, showing the number of outlets, their turnover, the number of persons engaged, floorspace and net capital expenditure by kind of business, and provides size analyses according to amount of turnover, number of persons engaged and number of shops. Some tables are further analysed by form of organisation (co-operative societies, multiple shop organisations and independent traders).

Parts 2 to 11 (to be published as Business Monitors SD11 to SD20) will appear at intervals over the next four months though not necessarily in that order. These parts will contain separate sets of tables for Scotland, Wales and the standard regions of England, showing totals for each local authority area (on a 1971 basis). They will also include analyses by kind of business and, where possible, by form of organisation for conurbations, towns and shopping centres and will be followed by a summary of area figures in Part 12 (Business Monitor SD21).

Part 13 (Business Monitor SD22) will complete the report with tables on retail organisations and the service trades covered by the census (footwear repairing, hairdressing and manicure, laundries, launderettes and dry cleaners).

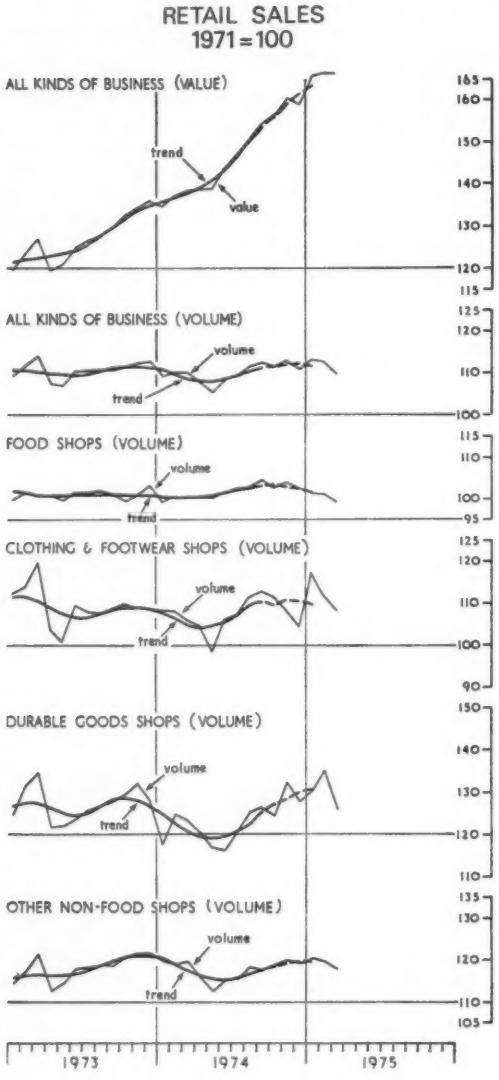
Further information about the census may be obtained from the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2000).

Retail sales in March

Volume

The final seasonally adjusted index of the volume of retail sales in March is 109.4 (1971 = 100), rather lower than the provisional estimate of 110½. The fall between February and March, which is now estimated at around 2½ per cent, was evident in all of the four broad kinds of business, with the largest occurring in durable goods shops.

The level of sales by non-food shops in March may have been influenced by some earlier bringing forward of expenditure; in the first



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked * which are of five weeks. The March 1975 sales period was the five weeks from 2 March 1975 to 5 April 1975. The corresponding period in 1974 was the five weeks from 24 February 1974 to 30 March 1974.

(†) Including department stores and mail order businesses.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for April and the increase in the value of sales compared with a year earlier will be published later this month.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	**100.0**	**100.0**	**100.0**	**100**	**100**	**100**
1972	**105.8**	**101.5**	**109.0**	**105**	**115**	**109**
1973	**110.7**	**101.0**	**117.7**	**109**	**127**	**118**
1974	109.9	101.8	115.9	107	123	117
1973 1st quarter	**111.8**	**100.8**	**119.8**	**116**	**130**	**118**
2nd quarter	**108.3**	**100.7**	**113.8**	**105**	**122**	**115**
3rd quarter	**110.6**	**101.4**	**117.3**	**108**	**127**	**118**
4th quarter	**112.0**	**101.3**	**119.8**	**109**	**130**	**121**
1974 1st quarter	109.8	100.1	116.8	107	122	119
2nd quarter	107.3	100.8	112.2	103	118	114
3rd quarter	111.0	103.3	116.7	111	124	117
4th quarter	111.6	103.0	118.0	108	128	119
1975 1st quarter	111.5	100.5	119.5	112	130	119
1974 January	109.1	99.4	116.2	108	117	119
February	110.1	100.3	117.3	108	125	119
March*	110.0	100.6	116.8	106	123	120
April	107.9	100.3	113.6	104	121	115
May	105.6	100.2	109.7	98	117	112
June*	108.2	101.7	113.0	106	116	115
July	109.2	102.3	114.2	107	121	115
August	111.4	102.7	117.7	111	125	118
September*	112.2	104.5	117.8	113	126	117
October	111.4	102.8	117.8	111	124	118
November	112.8	103.9	119.3	108	132	120
December*	110.8	102.4	117.0	104	128	119
1975 January*	113.0	101.5	121.4	117	130	120
February	112.3	101.0	120.6	112	135	120
March*	109.4	99.2	116.8	108	126	118
1974 Oct.-Dec.	111.6	103.0	118.0	108	128	119
1975 Jan.-Mar.	111.5	100.5	119.5	112	130	119
Percentage increase	−0.1	−2.4	1.3	4	1	Nil

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	**100.0**	**100.0**	**100.0**	**100**	**100**	**100**
1972	**112.0**	**108.9**	**114.2**	**112**	**118**	**114**
1973	**126.9**	**122.8**	**129.9**	**128**	**136**	**128**
1974	146.7	144.5	148.2	149	143	150
1973 1st quarter	**123.5**	**115.5**	**129.3**	**130**	**138**	**126**
2nd quarter	**122.0**	**119.9**	**123.6**	**121**	**128**	**123**
3rd quarter	**127.8**	**124.5**	**130.2**	**129**	**136**	**129**
4th quarter	**134.2**	**131.3**	**136.3**	**134**	**141**	**136**
1974 1st quarter	136.8	134.6	138.4	139	135	139
2nd quarter	140.6	139.7	141.3	141	135	144
3rd quarter	150.6	147.9	152.6	157	146	153
4th quarter	158.5	155.8	160.5	159	156	163
1975 1st quarter	166.2	161.7	169.6	173	163	171
1974 January	134.7	133.1	135.8	137	129	138
February	137.0	134.2	138.9	141	137	139
March*	138.4	136.2	140.0	140	138	141
April	138.9	137.4	140.0	140	135	142
May	138.7	139.0	138.4	134	135	142
June*	143.5	142.1	144.6	147	136	147
July	146.6	144.7	148.0	149	142	149
August	150.5	146.7	153.3	158	146	154
September*	154.0	151.5	155.8	162	149	155
October	156.4	153.2	158.8	163	148	161
November	160.3	157.5	162.2	159	161	164
December*	158.8	156.5	160.4	155	157	164
1975 January*	165.8	159.4	170.5	177	161	171
February	166.7	161.2	170.8	173	168	171
March*	166.3	164.3	167.7	168	160	171
1974 Oct.-Dec.	158.5	155.8	160.5	159	156	163
1975 Jan.-Mar.	166.2	161.7	169.6	173	163	171
Percentage increase	4.9	3.8	5.7	9	5	5

two months of the year the higher volume of trade, particularly in January, probably reflected comparatively buoyant annual 'sales'.

In the first quarter of 1975, the average volume of total trade was little different from the level in the fourth quarter of last year. Within the total, sales by clothing and footwear shops – where trade had been relatively depressed at the end of last year – were up by 4 per cent, and sales by durable goods shops showed a small increase. Sales by other non-food shops (which include department stores and mail-order businesses) were unchanged. Sales by food shops, however, were 2½ per cent lower.

Value

Based on non-seasonally adjusted data, the value of total retail sales in March shows a rise of 21 per cent compared with March 1974. In the first quarter of 1975 the value of sales was 22 per cent above the corresponding period of 1974.

Hire purchase and other instalment credit business in March

Total new credit advanced by finance houses and retailers in hire purchase and other instalment credit agreements was slightly lower in March than in the first two months of the year (in seasonally adjusted terms). However, in the first quarter of 1975 as a whole advances were about 6 per cent up on the fourth quarter of 1974, continuing the general upward trend of recent periods. Credit advanced by finance houses increased by 4 per cent on average in the first quarter compared with the fourth quarter of last year, while advances by retailers increased by nearly 9 per cent between these two periods.

Instalment credit sales by retailers (ie the total value of sales on instalment credit terms including deposits or down-payments) increased by about 7 per cent on average between the two most recent quarterly periods. Sales by durable goods shops showed a slightly smaller increase, of some 5 per cent, department stores' sales increased by 10 per cent and sales by other instalment credit retailers (mainly mail-order businesses) increased by 7 per cent between these two quarters.

The total value of amounts outstanding on instalment credit agreements with finance houses and retailers decreased again in March bringing the total decrease in the quarter to £12 million. This decrease like those during 1974 was concentrated in debt outstanding to finance houses. At the end of March the total debt outstanding to retailers and finance houses was £2,265 million (*not* seasonally adjusted), 5 per cent less than a year earlier.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1973 2nd quarter	681	87	338	62	343	25
3rd quarter	717	103	366	82	351	21
4th quarter	712	77	352	57	360	20
1974 1st quarter	576	−68	232	−57	344	−11
2nd quarter	614	−43	255	−45	359	2
3rd quarter	648	−15	270	−28	378	13
4th quarter	679	−29	280	−30	399	1
1975 1st quarter	723	−12	290	−16	433	4
1974 July	216	−9	93	−10	123	1
August	215	−4	86	−14	129	10
September	217	−2	91	−4	126	2
October	231	−11	97	−14	134	3
November	224	−11	88	−5	136	−6
December	224	−7	95	−11	129	4
1975 January	246	7	104	2	142	5
February	243	−10	96	−10	147	–
March	234	−9	90	−8	144	−1
1974 Oct.-Dec.	679	−29	280	−30	399	1
1975 Jan.-Mar.	723	−12	290	−16	433	4
Percentage increase	6		4		9	
Debt outstanding at 31 December 1974 (unadjusted)	—	2,330	—	1,478	—	852

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1973 2nd quarter	170	161	175	176
3rd quarter	175	162	181	182
4th quarter	179	163	185	190
1974 1st quarter	171	118	176	207
2nd quarter	178	126	183	212
3rd quarter	188	134	208	222
4th quarter	198	152	211	228
1975 1st quarter	211	159	233	244
1974 July	184	132	202	217
August	192	134	207	229
September•	188	137	213	219
October	199	146	216	233
November	202	156	214	233
December•	193	154	202	218
1975 January•	208	158	228	240
February	216	162	241	249
March•	210	157	231	244
1974 Oct.-Dec. av.	198	152	211	228
1975 Jan.-Mar. av.	211	159	233	244
Percentage increase	7	5	10	7

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked • which are of five weeks. The period covered by March 1975 sales was the five weeks from 2 March 1975 to 5 April 1975. The corresponding period in 1974 was from 24 February 1974 to 30 March 1974.

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UK trade by air

For the first time in a decade United Kingdom trade by air failed to improve its share of total trade. Exports by air, at £2,812 million, were 17 per cent of total exports in 1974 the same as in 1973, while imports by air at £2,920 million, fell from 15 per cent of total imports in 1973 to 13 per cent for 1974. Part of this fall was due to the sharp increase in the value of oil imports in 1974 which arrive in the UK by sea. Table 1 shows that the value of exports delivered by air increased by 33 per cent over the year, a figure almost identical to that of the increase in total exports of 32 per cent. On the other hand the value of imports received by air increased by only 23 per cent during 1974, only half the rise of 46 per cent for total imports.

Table 2 shows that of the £701 million rise in the value of exports by air in 1974 £142 million was due to increased air exports of non-electrical machinery, the proportion of the commodity shipped by air remaining at the 1973 level of 21 per cent. The value of non-metallic mineral manufactures (mainly diamonds) exported by air increased by £199 million last year to a level 56 per cent up on 1973 and to 52 per cent of the total exported, as against 35 per cent in 1973. The only other commodity where the proportion exported by air markedly increased in 1974 was live animals, 58 per cent of which were exported by air compared with 46 per cent in 1973. The value of exports of live animals delivered by air held steady despite a fall of 23 per cent in the value of total exports of live animals. In contrast total exports of chemical elements and compounds grew by 101 per cent from £364 million in 1973 to £734 million in 1974 while the proportion sent by air fell during the year from 10 per cent to 6 per cent.

Of the £554 million increase in 1974 in the value of imports received by air, Table 3 indicates that £108 million was the result of an 18 per cent rise in the value of air imports of non-metallic mineral manufactures. Imports by air of non-electrical machinery were 19 per cent higher, which, while rather slower than the 28 per cent increase in total arrivals of the commodity, accounted for £105 million of the rise, and a 29 per cent rise in air imports of electrical machinery contributed another £90 million.

The percentage of imports sent by air remained very similar to 1973 for most commodities where air trade is a significant part of total trade. 72 per cent of non-metallic mineral manufactures arrived by air (2 per cent up on 1973) as did 48 per cent of imports of medicinal and pharmaceutical products, 3 per cent more than the previous year, 48 per cent of professional, scientific and controlling instruments, 1 per cent down on 1973 and 40 per cent of electrical machinery, again a 3 per cent improvement through the year.

Non-metallic mineral manufactures, accounting for 24 per cent of the total value of imports by air remained the commodity with the highest value imported using air freight, followed by non-electrical machinery, 22 per cent and electrical machinery 14 per cent.

Among the commodities where falls in the proportion received by air occurred were live animals, down from 24 per cent in 1973 to 19 per cent in 1974, where the total value of imports also declined,

TABLE 1 Value of trade compared with total trade

Year	Exports Total £m fob	Exports By air £m fob	Exports Per cent	Imports Total £m cif	Imports By air £m cif	Imports Per cent
1969	7,339.4	978.9	13.3	8,315.0	1,082.6	13.0
1970	8,061.1	1,095.1	13.6	9,036.8	1,220.2	13.5
1971	9,181.4	1,304.1	14.2	9,821.1	1,335.4	13.6
1972	9,745.8	1,539.4	15.8	11,138.3	1,584.9	14.2
1973	12,454.3	2,110.9	16.9	15,839.8	2,365.6	14.9
1974	16,494.3	2,811.7	17.0	23,116.7	2,919.5	12.6

TABLE 1(a) Increase in value of United Kingdom trade (per cent on a year earlier)

Year	Exports Total	Exports By air	Imports Total	Imports By air
1969	14	18	5	16
1970	10	12	9	13
1971	14	19	9	9
1972	6	18	13	19
1973	28	37	42	49
1974	32	33	46	23

chemical elements and compounds where total imports all but doubled while imports by air rose by 46 per cent. Essential oils and perfumes, and footwear also fell from their 1973 level.

Table 4 outlines the distribution of air trade by areas. Against a 33 per cent rise in the value of total exports delivered by air, exports by air to the non-sterling Middle East increased in value by 146 per cent, improving its share of the total air exports to 7 per cent, 3 per cent up on 1973. Air shipment to Latin America grew by 43 per cent and to Soviet Eastern Europe by 58 per cent while exports by air to North America increased by only 20 per cent although this was a 4 per cent higher increase than was recorded by exports as a whole to North America. The value of air freight to Western Europe was £325 million more in 1974 than in 1973 a rise of 31 per cent. Apart from non-sterling Middle East, the distribution of exports by air amongst the areas remained very similar to 1973.

While imports by air rose in value by 23 per cent in total, imports received by air from the Sterling Area outside Europe increased by 50 per cent against a rise of 35 per cent in total imports from the area. Imports by air from Latin America fell by 16 per cent while imports from the area in total rose by 34 per cent. As with exports, the distribution of imports by air amongst the areas remained similar to 1973 with slight falls in the shares held by Western Europe and Soviet Eastern Europe being offset by increases to Sterling Area outside Europe and North America.

More detailed information on the breakdown by area of trade by air is given in Table 5. The USA remained the UK's largest market for exports by air, with shipments of £545 million during 1974, 19 per cent of all exports by air and 31 per cent of total exports to the USA. Although this represented a slight increase in the proportion of USA exports sent using air freight, the USA share of total air exports fell by 2 per cent. While there was a decline in the proportion of exports delivered to most European countries by air, the proportion

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TABLE 2 Commodity composition of exports

Selected divisions		1973 Total £m fob	By air £m fob	Per cent of total exports	1974 Total £m fob	By air £m fob	Per cent of total exports
00	Live animals (excluding zoo animals, dogs and cats)	58.8	26.9	46	45.4	26.4	58
21	Hides, skins and furskins, undressed	80.7	27.6	34	91.7	27.4	30
51	Chemical elements and compounds	364.4	36.6	10	733.6	44.2	6
54	Medicinal and pharmaceutical products	221.2	93.5	42	301.6	127.1	42
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	96.8	5.6	6	145.6	8.2	6
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	83.8	27.5	33	94.5	31.0	33
62	Rubber manufactures, not elsewhere specified	121.2	5.1	4	166.7	7.2	4
65	Textile yarn, fabrics, made-up articles and related products	589.5	51.4	9	745.8	64.2	9
66	Non-metallic mineral manufactures, not elsewhere specified	1,010.1	356.8	35	1,060.4	556.0	52
68	Non-ferrous metals	537.8	110.0	20	689.4	164.3	24
69	Manufactures of metal, not elsewhere specified	338.9	21.8	6	470.6	28.5	6
71	Machinery other than electric	2,413.2	506.1	21	3,081.3	648.5	21
72	Electrical machinery, apparatus and appliances	807.3	218.8	27	1,131.7	331.5	29
73	Transport equipment	1,467.0	155.9	11	1,762.4	220.0	12
84	Clothing, knitted or crocheted articles, including elastic or rubberised fabric and articles of fur	179.6	79.5	44	230.0	96.8	42
85	Footwear, gaiters and the like	35.6	5.8	16	47.3	7.9	17
86	Professional, scientific and controlling instruments; photographic and optical goods; watches and clocks	343.8	110.6	32	424.2	141.1	33
89	Miscellaneous manufactured articles, not elsewhere specified	513.6	153.1	30	660.1	196.0	30
	All other goods	3,190.9	118.3	4	4,612.1	85.7	2
	Total	12,454.3	2,110.9	17	16,494.3	2,811.7	17

TABLE 3 Commodity composition of imports

Selected divisions		1973 Total £m cif	By air £m cif	Per cent of total imports	1974 Total £m cif	By air £m cif	Per cent of total imports
00	Live animals (excluding zoo animals, dogs and cats)	80.2	19.6	24	76.9	14.7	19
21	Hides, skins and furskins, undressed	112.5	43.0	38	106.4	41.4	39
28	Metalliferous ores and metal scrap	389.1	58.5	15	533.5	119.2	22
51	Chemical elements and compounds	360.4	48.8	14	716.8	71.1	10
54	Medicinal and pharmaceutical products	67.0	30.4	45	92.2	44.6	48
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	51.5	11.6	23	76.2	11.9	16
61	Leather, leather manufactures, not elsewhere specified and dressed furskins	67.4	8.9	13	60.5	8.9	15
65	Textile yarn, fabrics, made-up articles and related products	514.6	58.0	11	688.2	65.8	10
66	Non-metallic mineral manufactures not elsewhere specified	855.2	600.3	70	982.6	708.9	72
68	Non-ferrous metals	660.6	35.8	5	1,008.6	57.2	6
69	Manufactures of metal, not elsewhere specified	205.2	28.7	14	286.7	40.0	14
71	Machinery other than electric	1,526.2	543.7	36	1,959.2	649.3	33
72	Electrical machinery, apparatus and appliances	847.4	315.0	37	1,010.0	405.1	40
73	Transport equipment	853.3	64.6	8	857.8	65.4	8
84	Clothing, knitted or crocheted articles, including elastic or rubberised fabric and articles of fur	333.2	67.7	20	402.4	81.5	20
85	Footwear, gaiters and the like	84.3	11.7	14	109.3	12.4	11
86	Professional, scientific and controlling instruments; photographic and optical goods; watches and clocks	281.7	139.0	49	377.7	179.9	48
89	Miscellaneous manufactured articles, not elsewhere specified	533.8	200.5	38	642.5	212.9	33
	All other goods	8,016.2	79.9	1	13,129.2	129.5	1
	Total	15,839.8	2,365.6	15	23,116.7	2,919.5	13

of exports air freighted to Switzerland falling for example from 55 per cent in 1973 to 51 per cent in 1974 (these high levels reflecting the entrepot diamond trade), Belgium showed a very marked increase. From 13 per cent of total exports to Belgium in 1973, exports by air increased to 27 per cent in 1974.

This reflected an increase in value of 198 per cent in air exports to Belgium from £77 million in 1973 to £229 million in 1974 (exports of diamonds by air rising from approximately £30 million in 1973 to over £160 million in 1974) compared with a 37 per cent rise in the value of all exports to the country. South Africa continued to grow strongly as a destination for air exports while Canada and Australia, which had shown strong growth in 1973 remained static during 1974.

Contrary to 1973 the proportion of imports delivered by air from virtually all European countries declined during 1974. In addition there was a slight fall in the proportion of imports arriving by air

TABLE 4 Exports to and imports from, various areas by air

	Exports			Imports		
	1973 £m fob	1974 £m fob	Per cent of total	1973 £m cif	1974 £m cif	Per cent of total
Sterling Area outside Europe	260.4	350.3	12.4	271.4	407.1	14.0
Western Europe	1,045.3	1,371.2	48.8	1,097.1	1,240.8	42.5
North America	543.9	651.5	23.2	682.3	919.6	31.5
Latin America	39.0	55.6	2.0	22.2	18.7	0.6
Soviet Union and Eastern Europe	20.6	32.5	1.2	181.6	185.1	6.3
Non-Sterling Middle East	82.5	202.7	7.2	25.9	35.3	1.2
Rest of the World	119.3	147.8	5.2	85.1	112.9	3.9
Total	2,110.9	2,811.7	100	2,365.6	2,919.5	100

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TABLE 5 Exports to, and imports from, selected countries

Selected countries	Exports						Imports					
	1973			1974			1973			1974		
	Total £m fob	By air £m fob	Per cent of total exports	Total £m fob	By air £m fob	Per cent of total exports	Total £m cif	By air £m cif	Per cent of total imports	Total £m cif	By air £m cif	Per cent of total imports
Western Germany	785.2	142.1	18.1	1,011.3	182.1	18.0	1,350.7	196.4	14.5	1,892.7	234.4	12.4
Netherlands	603.7	53.6	8.9	982.3	74.6	7.6	910.8	62.2	6.8	1,637.0	76.1	4.6
Belgium	612.2	76.9	12.6	837.8	228.9	27.3	446.3	63.5	14.2	729.6	85.0	11.7
France	678.3	156.0	23.0	914.6	182.6	20.0	978.3	194.5	19.9	1,349.2	203.0	15.0
Italy	386.0	75.8	19.6	510.0	90.9	17.8	506.6	53.7	10.6	723.5	63.3	8.7
Sweden	514.4	43.3	8.4	723.3	57.6	8.0	739.1	26.3	3.6	929.1	31.7	3.4
Denmark	329.2	20.0	6.0	427.1	23.5	5.5	477.2	15.1	3.2	577.1	15.6	2.7
Switzerland	520.7	288.7	55.4	600.5	306.4	51.0	591.8	349.2	59.0	717.1	384.0	53.5
Portugal	147.4	17.1	11.6	185.6	19.7	10.6	188.7	46.0	24.4	236.2	51.6	21.8
Austria	136.7	14.4	10.5	153.1	19.4	12.7	178.1	15.9	8.9	203.7	13.4	6.6
Spain	199.3	29.7	14.9	260.3	39.0	15.0	202.0	11.0	5.4	261.8	13.4	5.1
Irish Republic	625.5	67.9	10.9	820.5	77.1	9.4	526.9	37.0	7.0	809.7	44.6	5.5
United States of America	1,513.1	453.0	29.9	1,757.1	545.3	31.0	1,609.5	610.3	37.9	2,241.1	832.4	37.1
Canada	413.8	90.3	21.8	488.2	105.4	21.6	735.2	63.3	8.6	982.5	78.7	8.0
India	132.9	33.1	24.9	127.1	25.6	20.1	147.5	19.3	13.1	203.3	50.3	24.7
Australia	404.1	42.0	10.4	599.5	63.7	10.6	340.7	9.5	2.8	311.5	11.2	3.6
Republic of South Africa	374.3	32.8	8.8	526.3	55.0	10.5	399.2	95.3	23.9	465.2	175.5	37.7
Japan	272.6	92.3	33.9	319.0	99.0	31.0	443.4	37.9	8.5	570.1	55.1	9.7
Total	8,649.3	1,728.9	20.0	11,243.7	2,195.6	19.5	10,772.0	1,906.2	17.7	14,840.3	2,419.2	16.3
All other countries	3,805.0	382.1	10.0	5,250.7	616.1	11.7	5,067.7	459.4	9.1	8,276.4	500.3	6.0
Grand total	12,454.3	2,110.9	16.9	16,494.3	2,811.7	17.0	15,839.8	2,365.6	14.9	23,116.7	2,919.5	12.6

from the USA which has been traditionally the largest source of UK air imports. With £832 million of imports coming by air the USA increased its share of total air imports by 3 per cent, reaching 29 per cent for the year. Only India, improving from 13 per cent to 25 per cent, and South Africa, 24 per cent to 38 per cent showed any sharp rise in the proportion of imports delivered by air. In the case of India the value of imports sent using air freight increased by 161 per cent to £50 million during 1974 against a figure of 38 per cent for the increase in value for all imports from the country. This reversed the 1973 picture when the proportion of imports sent by air fell. There was a rise of 84 per cent in the value of air arrivals from South Africa to £176 million while the total of all imports delivered from South Africa increased by only 17 per cent. This continued the pattern established in 1973 when the value of air imports from South Africa increased by 252 per cent while total imports from the country rose by only 37 per cent.

Statistical note

The valuation of exports and imports in this article is on an Overseas Trade Statistics basis. While estimates for total trade are published on a Balance of Payments basis in the monthly trade article, the adjustments to that basis are not available for the analysis of trade by air.

Complete newly-built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made either in the totals of trade or in the figures of trade by air for the under-recording of exports in 1969-71 and 1973-74.

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports by parcel post are included both in total exports and in exports by air.

Wholesale price indices in April

The provisional price index for home sales of manufactured products rose by 1¼ per cent to 182.0 (1970 = 100) in April, contributing to an increase of 5¼ per cent in the three months February to April.

There was a rise of only ¼ per cent in the provisional price index for the food manufacturing industries with lower prices for animal feeding stuffs, partly offsetting small increases in most of the industries of the food sector.

The second successive increase of over 2 per cent to 190.0 in the provisional price index for the output of manufacturing industries other than the food, drink and tobacco industries, mainly reflected higher prices over a wide range of products in the engineering and allied industries, in particular higher car prices. The provisional price index for the output of the engineering and allied industries has risen by approximately 6½ per cent in the last three months, continuing the rate of increase in the previous three months.

The fall in value of the pound in April was largely responsible for higher prices for imported crude oil and woodpulp, which contributed to an increase of ½ per cent in the provisional price index for materials and fuel purchased by manufacturing industry in April.

The increase of ¼ per cent in the provisional price index for the materials and fuel purchased by the food manufacturing industry was mainly due to higher prices for home-produced meat and home-landed fish. Other price rises for both home-produced and imported materials were offset by lower prices for milk for liquid consumption, cocoa and tea.

1970 = 100

	1975			
	January	February	March	April
Output prices (home sales)			p	p
All manufactured products	173.0 r	175.9	179.0	182.0
Products of manufacturing industries other than food, drink and tobacco industries	179.5 r	182.5	186.2	190.0
Products of the food manufacturing industries		193.0	195.4	195.8
Prices of materials and fuel purchased				
By all manufacturing industries	222.1 r	218.8	221.8	223.0
By all manufacturing industry other than food, drink and tobacco industries	237.4 r	236.1	238.5	239.8
By food manufacturing industries		182.7	188.6	189.7

p = provisional. r = revised.

Note

The indices relate to the average prices of the month. The full effect of a price change within a month will only be reflected in the index for the following month.

The full article on wholesale price indices will appear next week.

UK official reserves in April

The UK official reserves increased by $15 million during April after accruals of foreign currency borrowing by the public sector under the exchange cover scheme totalling $36 million. At the end of April they stood at $7,132 million.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	This week
Balance of payments:	
current account (M)	18 Apr. 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	20 Feb. 1975
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	4 Apr. 1975
Catering trades turnover (M)	18 Apr. 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	6 Feb. 1975
Companies:	
acquisitions and mergers (Q)	9 May 1975
insolvencies (Q)	2 May 1975
liquidity (Q)	14 Mar. 1975
new registrations:	
Gt. Britain (M)	18 Apr. 1975
N. Ireland (M)	11 Apr. 1975
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	25 Apr. 1975
Energy trends (M)	9 May 1975
Engineering industries: sales and orders (M)	25 Apr. 1975
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	2 May 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	2 May 1975
household consumption (Q)	14 Mar. 1975
Footwear industry: production, orders and deliveries (M)	25 Apr. 1975
Foreign exchange: official reserves (M)	This week
Foreign trade: industrial countries' production and trade (Q)	18 Apr. 1975
(*see also* Overseas trade of the UK)	
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Hire-purchase business (M)	This week
Industrial production:	
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N. Ireland index (M)	25 Apr. 1975
Insurance companies: investments and assets (A)	5 Sept. 1974
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book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	30 Jan. 1975
investment and earnings overseas (A)	14 Mar. 1975
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wool output (M)	2 May 1975
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overseas travel and tourism (A)	7 Mar. 1975
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average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	4 Apr. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	14 Mar. 1975
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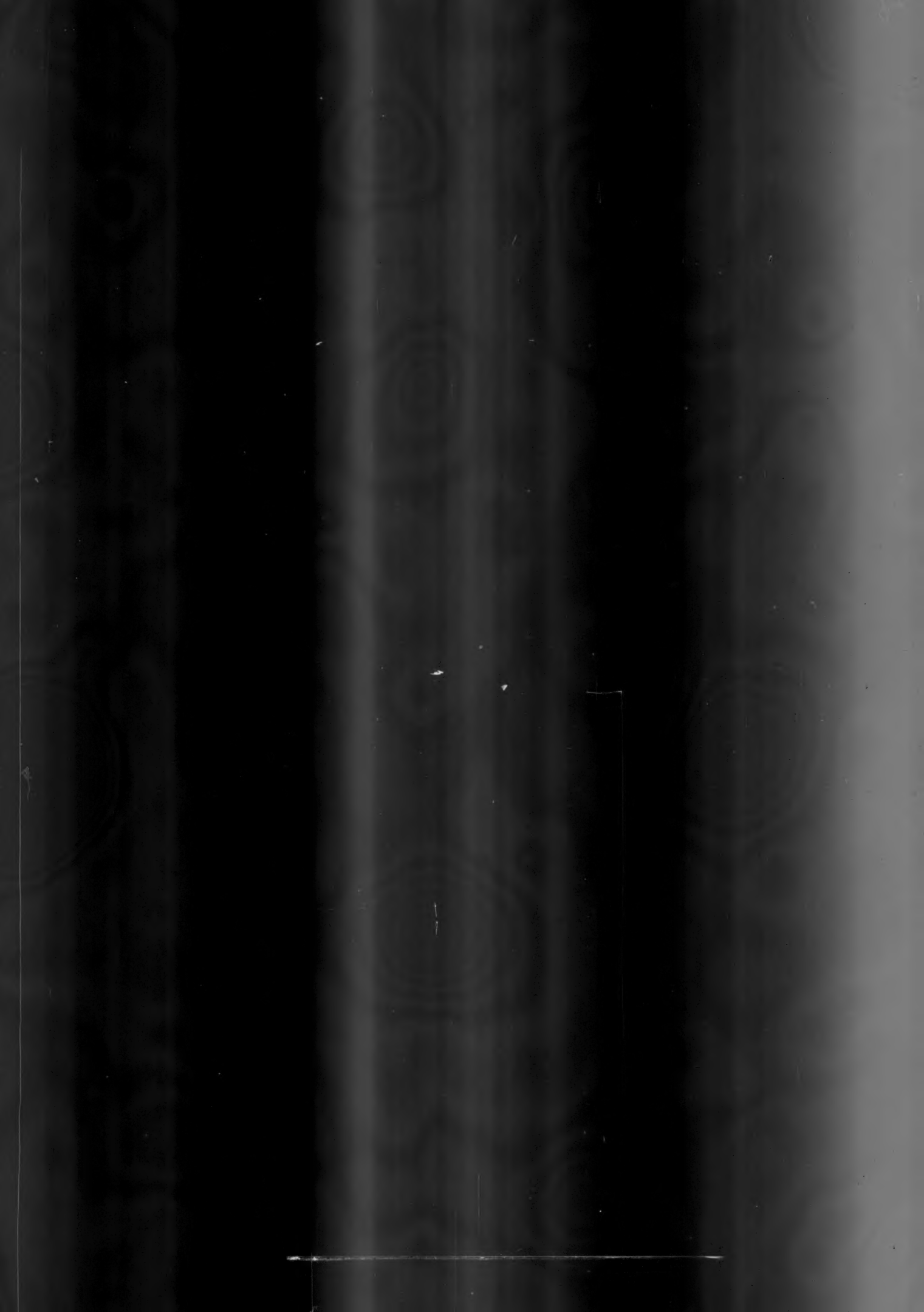
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